

Electrical, Hardware, Plumbing, and Heating Equipment and Supplies: 2002

Issued November 2004

EC02-42I-17

2002 Economic Census

Wholesale Trade

Industry Series



U S C E N S U S B U R E A U

Helping You Make Informed Decisions

U.S. Department of Commerce
Economics and Statistics Administration
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-- Not applicable for this report.

Introduction to the Economic Census

PURPOSES AND USES OF THE ECONOMIC CENSUS

The economic census is the major source of facts about the structure and functioning of the nation's economy. It provides essential information for government, business, industry, and the general public. Title 13 of the United States Code (Sections 131, 191, and 224) directs the Census Bureau to take the economic census every 5 years, covering years ending in "2" and "7."

The economic census furnishes an important part of the framework for such composite measures as the gross domestic product estimates, input/output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions. Specific uses of economic census data include the following:

- Policymaking agencies of the federal government use the data to monitor economic activity and to assess the effectiveness of policies.
- State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.
- Trade associations study trends in their own and competing industries, which allows them to keep their members informed of market changes.
- Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

INDUSTRY CLASSIFICATIONS

Data from the 2002 Economic Census are published primarily according to the 2002 North American Industry Classification System (NAICS). NAICS was first adopted in the United States, Canada, and Mexico in 1997. The 2002 Economic Census covers the following NAICS sectors:

21	Mining
22	Utilities
23	Construction
31-33	Manufacturing
42	Wholesale Trade
44-45	Retail Trade
48-49	Transportation and Warehousing
51	Information
52	Finance and Insurance
53	Real Estate and Rental and Leasing
54	Professional, Scientific, and Technical Services
55	Management of Companies and Enterprises
56	Administrative and Support and Waste Management and Remediation Services
61	Educational Services
62	Health Care and Social Assistance
71	Arts, Entertainment, and Recreation
72	Accommodation and Food Services
81	Other Services (except Public Administration)

(Not listed above are the Agriculture, Forestry, Fishing, and Hunting sector (NAICS 11), partially covered by the census of agriculture conducted by the U.S. Department of Agriculture, and the Public Administration sector (NAICS 92), largely covered by the census of governments conducted by the Census Bureau.)

The 20 NAICS sectors are subdivided into 100 subsectors (three-digit codes), 317 industry groups (four-digit codes), and, as implemented in the United States, 1,179 industries (six-digit codes).

RELATIONSHIP TO HISTORICAL INDUSTRY CLASSIFICATIONS

Prior to the 1997 Economic Census, data were published according to the Standard Industrial Classification (SIC) system. While many of the individual NAICS industries correspond directly to industries as defined under the SIC system, most of the higher level groupings do not. Particular care should be taken in comparing data for retail trade, wholesale trade, and manufacturing, which are sector titles used in both NAICS and SIC, but cover somewhat different groups of industries. The 1997 Economic Census *Bridge Between NAICS and SIC* demonstrates the relationships between NAICS and SIC industries. Where changes are significant, it may not be possible to construct time series that include data for points both before and after 1997.

Most industry classifications remained unchanged between 1997 and 2002, but NAICS 2002 includes substantial revisions within the construction and wholesale trade sectors, and a number of revisions for the retail trade and information sectors. These changes are noted in industry definitions and will be demonstrated in the *Bridge Between NAICS 2002 and NAICS 1997*.

For 2002, data for enterprise support establishments (those functioning primarily to support the activities of their company's operating establishments, such as a warehouse or a research and development laboratory) are included in the industry that reflects their activities (such as warehousing). For 1997, such establishments were termed auxiliaries and were excluded from industry totals.

BASIS OF REPORTING

The economic census is conducted on an establishment basis. A company operating at more than one location is required to file a separate report for each store, factory, shop, or other location. Each establishment is assigned a separate industry classification based on its primary activity and not that of its parent company. (For selected industries, only payroll, employment, and classification are collected for individual establishments, while other data are collected on a consolidated basis.)

GEOGRAPHIC AREA CODING

Accurate and complete information on the physical location of each establishment is required to tabulate the census data for states, metropolitan and micropolitan statistical areas, counties, and corporate municipalities (places) including cities, towns, townships, villages, and boroughs. Respondents were required to report their physical location (street address, municipality, county, and state) if it differed from their mailing address. For establishments not surveyed by mail (and those single-establishment companies that did not provide acceptable information on physical location), location information from administrative sources is used as a basis for coding.

AVAILABILITY OF ADDITIONAL DATA

All results of the 2002 Economic Census are available on the Census Bureau Internet site (www.census.gov) and on digital versatile discs (DVD-ROMs) for sale by the Census Bureau. The American FactFinder system at the Internet site allows selective retrieval and downloading of the data. For more information, including a description of reports being issued, see the Internet site, write to the U.S. Census Bureau, Washington, DC 20233-6100, or call Customer Services at 301-763-4100.

HISTORICAL INFORMATION

The economic census has been taken as an integrated program at 5-year intervals since 1967 and before that for 1954, 1958, and 1963. Prior to that time, individual components of the economic census were taken separately at varying intervals.

The economic census traces its beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for the 1840 Decennial Census and subsequent censuses to include mining and some commercial activities. The 1905 Manufactures Census was the first time a census was taken apart

from the regular decennial population census. Censuses covering retail and wholesale trade and construction industries were added in 1930, as were some service trades in 1933. Censuses of construction, manufacturing, and the other business censuses were suspended during World War II.

The 1954 Economic Census was the first census to be fully integrated, providing comparable census data across economic sectors and using consistent time periods, concepts, definitions, classifications, and reporting units. It was the first census to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records also have been used to provide basic statistics for very small firms, reducing or eliminating the need to send them census report forms.

The range of industries covered in the economic census expanded between 1967 and 2002. The census of construction industries began on a regular basis in 1967, and the scope of service industries, introduced in 1933, was broadened in 1967, 1977, and 1987. While a few transportation industries were covered as early as 1963, it was not until 1992 that the census broadened to include all of transportation, communications, and utilities. Also new for 1992 was coverage of financial, insurance, and real estate industries. With these additions, the economic census and the separate census of governments and census of agriculture collectively covered roughly 98 percent of all economic activity. New for 2002 is coverage of four industries classified in the agriculture, forestry, and fishing sector under the SIC system: landscape architectural services, landscaping services, veterinary services, and pet care services.

Printed statistical reports from the 1992 and earlier censuses provide historical figures for the study of long-term time series and are available in some large libraries. Reports for 1997 were published primarily on the Internet and copies of 1992 reports are also available there. CD-ROMs issued from the 1987, 1992, and 1997 Economic Censuses contain databases that include all or nearly all data published in print, plus additional statistics, such as ZIP Code statistics, published only on CD-ROM.

SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for the 2002 Economic Census and related surveys is published in the *Guide to the 2002 Economic Census* at www.census.gov/econ/census02/guide. More information on the methodology, procedures, and history of the census will be published in the *History of the 2002 Economic Census* at www.census.gov/econ/www/history.html.

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Wholesale Trade

SCOPE

The Wholesale Trade sector (sector 42) comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.

The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of —

1. goods for resale (i.e., goods sold to other wholesalers or retailers),
2. capital or durable nonconsumer goods, or
3. raw and intermediate materials and supplies used in production.

Wholesalers sell merchandise to other businesses and normally operate from a warehouse or office. These warehouses and offices are characterized by having little or no display of merchandise. In addition, neither the design nor the location of the premises is intended to solicit walk-in traffic. Wholesalers do not normally use advertising directed to the general public. Customers are generally reached initially via telephone, in-person marketing, or by specialized advertising that may include Internet or other electronic means. Follow-up orders are either vendor-initiated or client-initiated, generally based on previous sales, and typically exhibit strong ties between sellers and buyers. In fact, transactions are often conducted between wholesalers and clients that have long-standing business relationships.

This sector comprises two main types of wholesalers: merchant wholesalers that sell goods on their own account and business to business electronic markets, and agents and brokers that arrange sales and purchases for others generally for a commission or fee.

1. Establishments that sell goods on their own account are known as wholesale merchants, distributors, jobbers, drop shippers, and import/export merchants. Also included as wholesale merchants are sales offices and sales branches (but not retail stores) maintained by manufacturing, refining, or mining enterprises apart from their plants or mines for the purpose of marketing their products. Merchant wholesale establishments typically maintain their own warehouse, where they receive and handle goods for their customers. Goods are generally sold without transformation, but may include integral functions, such as sorting, packaging, labeling, and other marketing services.
2. Establishments arranging for the purchase or sale of goods owned by others or purchasing goods, generally on a commission basis, are known as business to business electronic markets, agents and brokers, commission merchants, import/export agents and brokers, auction companies, and manufacturers' representatives. These establishments operate from offices and generally do not own or handle the goods they sell.

Some wholesale establishments may be connected with a single manufacturer and promote and sell the particular manufacturer's products to a wide range of other wholesalers or retailers. Other wholesalers may be connected to a retail chain, or a limited number of retail chains, and provide a variety of products needed by the retail operation(s). These wholesalers may obtain the products from a wide range of manufacturers. Still other wholesalers may not take title to the goods, but act as agents and brokers for a commission.

Although wholesaling normally denotes sales in large volumes, durable nonconsumer goods may be sold in single units. Sales of capital or durable nonconsumer goods used in the production of goods and services, such as farm machinery, medium and heavy duty trucks, and industrial machinery, are always included in wholesale trade.

Exclusions. Excluded from this sector are governmental organizations classified in the covered industries except for liquor wholesalers operated by state and local governments.

The tabulations for this sector do not include central administrative offices or other establishments that serve wholesale establishments within the same organization. Data for such establishments are classified according to the nature of the service they provide. For example, separate headquarters establishments are reported in NAICS sector 55, Management of Companies and Enterprises.

The reports described below exclude establishments of firms with no paid employees. These “nonemployers,” typically self-employed individuals or partnerships operating businesses that they have not chosen to incorporate, are reported separately in Nonemployer Statistics. The contribution of nonemployers may be examined at www.census.gov/nonemployerimpact.

Definitions. Industry categories are defined in Appendix B, NAICS Codes, Titles, and Descriptions. Other terms are defined in Appendix A, Explanation of Terms.

REPORTS

The following reports provide statistics on this sector.

Industry Series. There are 19 reports, each covering a group of related industries. The reports present, by kind of business for the United States, general statistics for establishments of firms with payroll on number of establishments, sales, payroll, and employment; comparative statistics for 2002 and 1997; product lines; and concentration of business activity in the largest firms. The data in industry reports are preliminary and subject to change in the following reports.

Geographic Area Series. There is a separate report for each state, the District of Columbia, and the United States. Each state report presents, for establishments of firms with payroll, general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventory by kind of business for the state, metropolitan and micropolitan statistical areas, counties, and places with 2,500 inhabitants or more. Greater kind-of-business detail is shown for larger areas. The United States report presents data for the United States as a whole for detailed kind-of-business classifications.

Subject Series:

- **Product Lines.** This report presents sources of sales data for establishments of firms with payroll by kind of business. Data are presented for the United States and states.
- **Establishment and Firm Size (Including Legal Form of Organization).** This report presents sales, payroll, and employment data for the United States by sales size, by employment size, and by legal form of organization for establishments of firms with payroll; and by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits) for firms with payroll.
- **Miscellaneous Subjects.** This report presents data for a variety of industry-specific questions for establishments of firms with payroll. Presentation of data varies by kind of business.

Other reports. Data for this sector are also included in reports with multisector coverage, including *Nonemployer Statistics*, *Comparative Statistics*, *Bridge Between 2002 NAICS and 1997 NAICS*, *Business Expenses*, and the Survey of Business Owners reports.

GEOGRAPHIC AREAS COVERED

The level of geographic detail varies by report. Maps are available at www.census.gov/econ2002maps. Notes specific to areas in the state are included in Appendix D, Geographic Notes. Data may be presented for —

1. The United States as a whole.
2. States and the District of Columbia.

-
3. Metropolitan and micropolitan statistical areas. A core based statistical area (CBSA) contains a core area with a substantial population nucleus, together with adjacent communities having a high degree of social and economic integration with that core. CBSAs are differentiated into metropolitan and micropolitan statistical areas based on size criteria. Both metropolitan and micropolitan statistical areas are defined in terms of entire counties, and are listed in Appendix E, Metropolitan and Micropolitan Statistical Areas.
 - a. Metropolitan Statistical Areas (metro areas). Metro areas have at least one urbanized area of 50,000 or more population, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties.
 - b. Micropolitan Statistical Areas (micro areas). Micro areas have at least one urban cluster of at least 10,000 but less than 50,000 population, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties.
 - c. Metropolitan Divisions (metro divisions). If specified criteria are met, a metro area containing a single core with a population of 2.5 million or more may be subdivided to form smaller groupings of counties referred to as Metropolitan Divisions.
 - d. Combined Statistical Areas (combined areas). If specified criteria are met, adjacent metro and micro areas, in various combinations, may become the components of a new set of areas called Combined Statistical Areas. The areas that combine retain their own designations as metro or micro areas within the larger combined area.
 4. Counties and county equivalents defined as of January 1, 2002. Counties are the primary divisions of states, except in Louisiana where they are called parishes and in Alaska where they are called boroughs, census areas, and city and boroughs. Maryland, Missouri, Nevada, and Virginia have one place or more that is independent of any county organization and constitutes primary divisions of their states. These places are treated as counties and as places.
 5. Economic places.
 - a. Municipalities of 2,500 inhabitants or more defined as of January 1, 2002. These are areas of significant population incorporated as cities, boroughs, villages, or towns according to the 2000 Census of Population. For the economic census, boroughs, census areas, and city and boroughs in Alaska and boroughs in New York are not included in this category.
 - b. Consolidated cities defined as of January 1, 2002. Consolidated cities are consolidated governments that consist of separately incorporated municipalities.
 - c. Townships in Michigan, New Jersey, and Pennsylvania, and towns in New York, Wisconsin, and the six New England states with 10,000 inhabitants or more (according to the 2000 Census of Population).
 - d. Balance of county. Areas outside the entities listed above, including incorporated municipalities with populations of fewer than 2,500, towns and townships not qualifying as noted above, and the remainders of counties outside places are categorized as "Balance of county".

DOLLAR VALUES

All dollar values presented are expressed in current dollars; i.e., 2002 data are expressed in 2002 dollars, and 1997 data, in 1997 dollars. Consequently, when making comparisons with prior years, users of the data should consider the changes in prices that have occurred.

All dollar values are shown in thousands of dollars.

COMPARABILITY OF THE 1997 AND 2002 ECONOMIC CENSUSES

Both the 2002 Economic Census and the 1997 Economic Census present data based on the North American Industry Classification System (NAICS). Under the 1997 NAICS, Wholesale Trade was comprised of two subsectors: 421, Wholesale Trade, Durable Goods, and 422, Wholesale Trade,

Nondurable Goods. In addition, the U.S. Census Bureau presented data in the Wholesale Trade sector by three type-of-operation categories: 1) Merchant wholesalers, 2) Manufacturers' sales branches and offices, and 3) Agents, brokers, and commission merchants.

Under the 2002 NAICS, to recognize production differences in some types of operation, the Wholesale Trade sector was reorganized into three subsectors: 423, Merchant Wholesalers, Durable Goods; 424, Merchant Wholesalers, Nondurable Goods; and 425, Wholesale Electronic Markets and Agents and Brokers. The 2002 NAICS industry definitions for Merchant Wholesalers in subsectors 423 and 424 include type-of-operation categories for manufacturers' sales branches and offices, as well as the 1997 Census Bureau defined merchant wholesalers. Agents and brokers are defined as a separate NAICS industry in subsector 425 and are no longer included in the type-of-operation structure. For 2002, data are presented by two type-of-operation categories: 1) Merchant wholesalers, except manufacturers' sales branches and offices, and 2) Manufacturers' sales branches and offices. For more details, see Types of Operation in Appendix A.

RELIABILITY OF DATA

All data compiled for this sector are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, processing, and estimation for missing or misreported data. Data presented in the Miscellaneous Subjects and Product Lines reports for this sector are subject to sampling errors, as well as nonsampling errors.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors or by the joint effects of sampling and nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data, as by the percentages shown in the tables. Precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors. More information on the reliability of the data is included in Appendix C, Methodology.

DISCLOSURE

In accordance with federal law governing census reports (Title 13 of the United States Code), no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure; therefore, this information may be released even though other information is withheld. Techniques employed to limit disclosure are discussed at www.census.gov/epcd/ec02/disclosure.htm.

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

The County Business Patterns program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county, and Statistics of U.S. Businesses provides annual statistics classified by the employment size of the enterprise, further classified by industry for the United States, and by broader categories for states and metropolitan areas.

CONTACTS FOR DATA USERS

Questions about these data may be directed to the U.S. Census Bureau, Services Sector Statistics Division, Wholesale Census Branch, 1-800-541-8345 or wcb@census.gov.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used with these data:

D	Withheld to avoid disclosing data of individual companies; data are included in higher level totals
N	Not available or not comparable
S	Withheld because estimates did not meet publication standards
X	Not applicable
Z	Less than half the unit shown
a	0 to 19 employees
b	20 to 99 employees
c	100 to 249 employees
e	250 to 499 employees
f	500 to 999 employees
g	1,000 to 2,499 employees
h	2,500 to 4,999 employees
i	5,000 to 9,999 employees
j	10,000 to 24,999 employees
k	25,000 to 49,999 employees
l	50,000 to 99,999 employees
m	100,000 employees or more
r	Revised
—	Represents zero (page image/print only)
(CC)	Consolidated city
(IC)	Independent city

Table 1. Summary Statistics for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Type of operation and kind of business ¹	Estab- lishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of sales—	
							From admini- strative records ²	Estimated ³
	WHOLESALE TRADE							
42361	Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers	13 214	80 072 813	7 261 561	1 843 556	158 274	4.0	12.1
423610	Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers	13 214	80 072 813	7 261 561	1 843 556	158 274	4.0	12.1
4237	Hardware, and plumbing and heating equipment and supplies merchant wholesalers	18 970	82 578 288	8 607 401	2 084 454	207 306	5.9	10.7
42371	Hardware merchant wholesalers	6 833	31 366 119	3 168 807	770 331	80 872	6.4	10.3
423710	Hardware merchant wholesalers	6 833	31 366 119	3 168 807	770 331	80 872	6.4	10.3
42372	Plumbing and heating equipment and supplies (hydronics) merchant wholesalers	5 283	22 463 196	2 451 917	595 846	58 484	7.4	11.2
423720	Plumbing and heating equipment and supplies (hydronics) merchant wholesalers	5 283	22 463 196	2 451 917	595 846	58 484	7.4	11.2
42373	Warm air heating and air-conditioning equipment and supplies merchant wholesalers	5 468	23 707 200	2 433 645	584 276	54 791	3.9	11.3
423730	Warm air heating and air-conditioning equipment and supplies merchant wholesalers	5 468	23 707 200	2 433 645	584 276	54 791	3.9	11.3
42374	Refrigeration equipment and supplies merchant wholesalers	1 386	5 041 773	553 032	134 001	13 159	5.5	7.8
423740	Refrigeration equipment and supplies merchant wholesalers	1 386	5 041 773	553 032	134 001	13 159	5.5	7.8
	MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES							
42361	Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers	12 419	56 522 865	6 110 792	1 539 527	138 226	5.5	12.0
423610	Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers	12 419	56 522 865	6 110 792	1 539 527	138 226	5.5	12.0
4237	Hardware, and plumbing and heating equipment and supplies merchant wholesalers	18 327	69 493 275	7 666 841	1 852 346	188 575	7.0	11.3
42371	Hardware merchant wholesalers	6 651	26 564 976	2 876 189	691 857	74 817	7.5	10.3
423710	Hardware merchant wholesalers	6 651	26 564 976	2 876 189	691 857	74 817	7.5	10.3
42372	Plumbing and heating equipment and supplies (hydronics) merchant wholesalers	5 193	20 871 971	2 390 083	579 151	57 012	8.0	11.5
423720	Plumbing and heating equipment and supplies (hydronics) merchant wholesalers	5 193	20 871 971	2 390 083	579 151	57 012	8.0	11.5
42373	Warm air heating and air-conditioning equipment and supplies merchant wholesalers	5 156	17 632 065	1 929 032	466 133	44 980	5.2	13.3
423730	Warm air heating and air-conditioning equipment and supplies merchant wholesalers	5 156	17 632 065	1 929 032	466 133	44 980	5.2	13.3
42374	Refrigeration equipment and supplies merchant wholesalers	1 327	4 424 263	471 537	115 205	11 766	6.3	7.7
423740	Refrigeration equipment and supplies merchant wholesalers	1 327	4 424 263	471 537	115 205	11 766	6.3	7.7
	MANUFACTURERS' SALES BRANCHES AND OFFICES							
42361	Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers	795	23 549 948	1 150 769	304 029	20 048	—	12.3
423610	Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers	795	23 549 948	1 150 769	304 029	20 048	—	12.3
4237	Hardware, and plumbing and heating equipment and supplies merchant wholesalers	643	13 085 013	940 560	232 108	18 731	—	7.5
42371	Hardware merchant wholesalers	182	4 801 143	292 618	78 474	6 055	—	9.8
423710	Hardware merchant wholesalers	182	4 801 143	292 618	78 474	6 055	—	9.8
42372	Plumbing and heating equipment and supplies (hydronics) merchant wholesalers	90	1 591 225	61 834	16 695	1 472	—	8.2
423720	Plumbing and heating equipment and supplies (hydronics) merchant wholesalers	90	1 591 225	61 834	16 695	1 472	—	8.2
42373	Warm air heating and air-conditioning equipment and supplies merchant wholesalers	312	6 075 135	504 613	118 143	9 811	—	5.4
423730	Warm air heating and air-conditioning equipment and supplies merchant wholesalers	312	6 075 135	504 613	118 143	9 811	—	5.4
42374	Refrigeration equipment and supplies merchant wholesalers	59	617 510	81 495	18 796	1 393	—	8.7
423740	Refrigeration equipment and supplies merchant wholesalers	59	617 510	81 495	18 796	1 393	—	8.7

¹For the 2002 Economic Census, the definition of Merchant Wholesalers and the kind-of-business and type-of-operation structures for the Wholesale Trade sector changed to reflect revisions to the 1997 North American Industry Classification System (NAICS). For more details, see Comparability of the 1997 and 2002 Economic Censuses.

²Includes sales information obtained from administrative records of other federal agencies.

³Includes sales information that was imputed based on historic data, administrative data, industry averages, or other statistical methods.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 2. Comparative Statistics for the United States (1997 NAICS Basis): 2002 and 1997

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 and 1997 Economic Censuses. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

1997 NAICS code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)
WHOLESALE TRADE					
42161	Electrical apparatus and equipment, wiring supplies, and construction material wholesalers..... 2002..	15 370	100 836 927	7 974 911	171 560
	..... 1997..	13 431	85 861 019	6 028 387	144 585
421610	Electrical apparatus and equipment, wiring supplies, and construction material wholesalers..... 2002..	15 370	100 836 927	7 974 911	171 560
	..... 1997..	13 431	85 861 019	6 028 387	144 585
4217	Hardware, and plumbing and heating equipment and supplies wholesalers..... 2002..	20 816	99 959 739	9 205 577	218 310
	..... 1997..	21 194	92 189 762	7 977 961	219 233
42171	Hardware wholesalers 2002..	7 499	38 278 701	3 342 246	84 594
	..... 1997..	9 473	44 063 674	3 865 008	110 963
421710	Hardware wholesalers 2002..	7 499	38 278 701	3 342 246	84 594
	..... 1997..	9 473	44 063 674	3 865 008	110 963
42172	Plumbing and heating equipment and supplies (hydronics) wholesalers..... 2002..	6 034	30 161 637	2 716 387	63 521
	..... 1997..	4 625	22 928 107	1 582 219	43 887
421720	Plumbing and heating equipment and supplies (hydronics) wholesalers..... 2002..	6 034	30 161 637	2 716 387	63 521
	..... 1997..	4 625	22 928 107	1 582 219	43 887
42173	Warm air heating and air-conditioning equipment and supplies wholesalers..... 2002..	5 781	25 879 809	2 574 394	56 698
	..... 1997..	5 524	20 062 710	2 013 489	51 252
421730	Warm air heating and air-conditioning equipment and supplies wholesalers..... 2002..	5 781	25 879 809	2 574 394	56 698
	..... 1997..	5 524	20 062 710	2 013 489	51 252
42174	Refrigeration equipment and supplies wholesalers 2002..	1 502	5 639 592	572 550	13 497
	..... 1997..	1 572	5 135 271	517 245	13 131
421740	Refrigeration equipment and supplies wholesalers 2002..	1 502	5 639 592	572 550	13 497
	..... 1997..	1 572	5 135 271	517 245	13 131
MERCHANT WHOLESALERS					
42161	Electrical apparatus and equipment, wiring supplies, and construction material wholesalers..... 2002..	12 419	56 522 865	6 110 792	138 226
	..... 1997..	8 857	38 350 174	3 756 249	101 739
421610	Electrical apparatus and equipment, wiring supplies, and construction material wholesalers..... 2002..	12 419	56 522 865	6 110 792	138 226
	..... 1997..	8 857	38 350 174	3 756 249	101 739
4217	Hardware, and plumbing and heating equipment and supplies wholesalers..... 2002..	18 327	69 493 275	7 666 841	188 575
	..... 1997..	17 533	57 253 744	6 391 596	186 312
42171	Hardware wholesalers 2002..	6 651	26 564 976	2 876 189	74 817
	..... 1997..	8 170	28 781 646	3 292 606	99 338
421710	Hardware wholesalers 2002..	6 651	26 564 976	2 876 189	74 817
	..... 1997..	8 170	28 781 646	3 292 606	99 338
42172	Plumbing and heating equipment and supplies (hydronics) wholesalers..... 2002..	5 193	20 871 971	2 390 083	57 012
	..... 1997..	3 261	10 850 765	1 133 400	33 270
421720	Plumbing and heating equipment and supplies (hydronics) wholesalers..... 2002..	5 193	20 871 971	2 390 083	57 012
	..... 1997..	3 261	10 850 765	1 133 400	33 270
42173	Warm air heating and air-conditioning equipment and supplies wholesalers..... 2002..	5 156	17 632 065	1 929 032	44 980
	..... 1997..	4 744	14 185 407	1 559 234	42 511
421730	Warm air heating and air-conditioning equipment and supplies wholesalers..... 2002..	5 156	17 632 065	1 929 032	44 980
	..... 1997..	4 744	14 185 407	1 559 234	42 511
42174	Refrigeration equipment and supplies wholesalers 2002..	1 327	4 424 263	471 537	11 766
	..... 1997..	1 358	3 435 926	406 356	11 193
421740	Refrigeration equipment and supplies wholesalers 2002..	1 327	4 424 263	471 537	11 766
	..... 1997..	1 358	3 435 926	406 356	11 193

Note: The data in this table are based on the 2002 and 1997 Economic Censuses. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 3. Product Lines by Kind of Business for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
42361		WHOLESALE TRADE						
		Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers	13 214	X	80 072 813	X	100.0	63.7
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	42	335 181	63 307	18.9	.1	X
	10400	Household and lawn furniture	7	24 305	6 783	27.9	Z	X
	10520	Linens, domestics, curtains, and draperies	23	131 133	14 696	11.2	Z	61.6
	10523	Shades and blinds	23	131 133	14 696	11.2	Z	X
	10530	Flooring and floor coverings	24	129 437	3 391	2.6	Z	57.2
	10531	Rugs and carpeting	24	129 437	3 391	2.6	Z	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	23	35 609	6 218	17.5	Z	27.9
	10542	Mirrors, lamps, and picture frames	9	24 527	5 264	21.5	Z	X
	10543	Other home furnishings	14	11 082	954	8.6	Z	X
	10600	Rough, dressed, and finished dimensional lumber	9	87 045	1 130	1.3	Z	X
	10620	Plywood and millwork	44	172 960	22 609	13.1	Z	43.4
	10623	Gypsum, waterboard, and other specialty boards	35	170 808	2 011	1.2	Z	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	44	172 960	2 489	1.4	Z	X
	10626	Trusses, wood siding, and wood shingles	35	170 808	18 109	10.6	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	9	28 261	5 652	20.0	Z	40.8
	10714	Brick, block, tile, and clay or cement sewer pipe	9	28 261	5 652	20.0	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	9	20 913	1 696	8.1	Z	X
	10740	Other construction products and materials	28	172 960	36 175	20.9	Z	25.4
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers	28	172 960	36 175	20.9	Z	X
	10800	Photographic equipment and supplies	16	33 914	7 348	21.7	Z	X
	10900	Office equipment, excluding computers	44	158 829	4 522	2.8	Z	X
	10920	New computer equipment	351	1 995 014	184 078	9.2	.2	X
	10950	Packaged computer software, including game software and cartridges	156	1 024 138	38 153	3.7	Z	X
	11000	Medical, hospital, and surgical supplies	9	109 654	23 740	21.7	Z	63.7
	11011	Surgical and medical instruments and equipment	9	109 654	23 740	21.7	Z	X
	11050	Miscellaneous professional equipment and supplies	16	26 566	2 261	8.5	Z	63.7
	11053	Engineers' equipment and supplies	11	19 272	815	4.2	Z	X
	11120	Flat iron and steel products	10	20 913	2 826	13.5	Z	X
	11140	Iron and steel wire and wire products	21	195 569	17 522	9.0	Z	48.1
	11143	Wire rope, strand, strapping, reinforcement mesh, and bale ties	11	5 894	481	8.2	Z	X
	11150	Iron and steel pipes and tubing	17	893 061	15 261	1.7	Z	54.2
	11152	Tubing	17	893 061	1 192	.1	Z	X
	11153	Standard steel pipes	11	891 730	13 044	1.5	Z	X
	11154	Other steel pipes	6	887 774	1 025	.1	Z	X
	11170	Alloy steel	9	17 522	1 130	6.4	Z	X
	11200	Copper and brass	19	60 479	5 087	8.4	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing	10	775 494	1 696	.2	Z	X
	11400	Electrical apparatus and equipment	13 214	80 072 813	75 414 182	94.2	94.2	43.6
	11411	Power and distribution transformers	5 031	35 302 960	5 112 529	14.5	6.4	X
	11412	Switchgear and switchboard apparatus	4 821	36 428 385	7 233 214	19.9	9.0	X
	11413	Motors and generators, including motor-generator sets	3 421	23 940 271	6 832 370	28.5	8.5	X
	11414	Conduit, raceway, and fittings	4 422	32 735 607	3 847 207	11.8	4.8	X
	11415	Electric light bulbs	4 965	30 753 809	6 067 793	19.7	7.6	X
	11416	Interior wiring, excluding conduit	4 706	30 526 749	4 737 683	15.5	5.9	X
	11417	Exterior wiring and cable, excluding conduit	4 170	26 588 963	3 694 398	13.9	4.6	X
	11418	Lighting fixtures	5 418	32 410 086	8 232 506	25.4	10.3	X
	11419	Industrial controls	6 806	42 791 502	16 007 743	37.4	20.0	X
	11421	Other electrical apparatus and equipment, including fuses and lightning rods	6 733	43 852 122	13 648 739	31.1	17.0	X
	11500	Electric household appliances, including gas clothes dryers	181	1 157 023	170 701	14.8	.2	58.0
	11511	Televisions	31	243 935	18 746	7.7	Z	X
	11512	Radios, stereos, tape players, and CD players	25	33 253	3 257	9.8	Z	X
	11513	VCRs, video cameras, digital video disc (DVD) players, and electronic DVD-based game consoles	29	57 816	3 079	5.3	Z	X
	11514	Electric household ranges and ovens	16	18 246	2 250	12.3	Z	X
	11515	Household refrigerators and freezers	16	27 722	1 362	4.9	Z	X
	11516	Electric household washing machines and dryers, including gas clothes dryers	13	59 286	5 015	8.5	Z	X
	11517	Household vacuum cleaners and sewing machines	16	44 418	4 471	10.1	Z	X
	11518	Other electric household appliances, including dishwashers, toasters and fans	103	776 085	132 521	17.1	.2	X
	11600	Electronic parts and equipment, excluding communications equipment	930	6 681 960	487 464	7.3	.6	60.6
	11612	Integrated circuits	142	491 932	19 413	3.9	Z	X
	11613	Capacitors and resistors	224	1 004 841	42 322	4.2	.1	X
	11615	Semiconductors	122	384 895	17 697	4.6	Z	X
	11616	Electronic connectors and other passive electronic parts	578	4 784 257	185 050	3.9	.2	X
	11618	Other electronic parts and equipment	449	2 082 509	222 982	10.7	.3	X
	11650	Communications equipment and supplies	856	7 974 321	1 221 517	15.3	1.5	55.3
	11651	Telephones	427	5 542 548	126 446	2.3	.2	X
	11652	Other communications equipment	816	7 608 172	1 095 071	14.4	1.4	X
	11700	Hardware	875	5 209 335	338 763	6.5	.4	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	314	2 678 053	149 788	5.6	.2	X
	11900	Forced air heating and air-conditioning equipment and supplies	542	4 797 650	194 859	4.1	.2	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	70	214 222	16 957	7.9	Z	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
42361		WHOLESALE TRADE—Con.						
		Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers—Con.						
	12100	Construction and mining machinery and equipment, including parts and attachments	10	107 393	11 870	11.1	Z	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	10	24 305	1 130	4.6	Z	57.1
	12312	Motors	8	4 917	600	12.2	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	448	2 325 821	250 445	10.8	.3	X
	12340	Materials handling machinery, equipment, and parts	98	248 135	30 522	12.3	Z	X
	12360	Other industrial machinery, equipment, and parts	17	56 523	9 609	17.0	Z	X
	12370	Mechanical power transmission supplies	24	73 009	24 211	33.2	Z	32.9
	12371	Bearings and bushings	22	64 502	12 999	20.2	Z	X
	12372	Other mechanical power transmission supplies	16	40 668	11 212	27.6	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	22	57 182	13 235	23.1	Z	X
	12390	Hydraulic and pneumatic valves	19	32 218	2 826	8.8	Z	63.1
	12391	Hydraulic valves	13	26 544	1 722	6.5	Z	X
	12392	Pneumatic valves	11	11 327	1 104	9.7	Z	X
	12400	Hydraulic and pneumatic cylinders and rotary actuators	10	14 696	565	3.8	Z	63.7
	12412	Pneumatic cylinders and rotary actuators	10	14 696	521	3.5	Z	X
	12440	Welding supplies, excluding gases	10	46 914	9 044	19.3	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	37	65 567	4 522	6.9	Z	X
	12520	Janitorial equipment and supplies	9	8 478	2 826	33.3	Z	X
	12700	Sporting and recreational goods and supplies	10	79 132	18 653	23.6	Z	X
	13150	Miscellaneous durable goods	23	209 135	19 218	9.2	Z	X
	13160	Fire extinguishers and fire safety equipment	7	15 826	1 130	7.1	Z	X
	13300	Office paper, office supplies, greeting cards, and labels	19	71 784	9 044	12.6	Z	X
	13400	Paper and plastic products	8	19 877	1 836	9.2	Z	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries	10	23 174	3 391	14.6	Z	X
	13900	Women's, misses', and girls' wear	7	28 827	2 826	9.8	Z	X
	15300	Plastics materials and basic shapes	17	44 088	3 957	9.0	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	40	91 567	11 870	13.0	Z	X
	15800	Farm supplies	7	39 001	10 174	26.1	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	14	6 783	1 130	16.7	Z	31.9
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers	14	6 783	491	7.2	Z	X
	16014	Paint supplies	9	6 340	613	9.7	Z	X
	16120	Art goods, including novelties and souvenirs	12	168 438	66 698	39.6	.1	62.1
	16122	Novelties and souvenirs	10	167 288	66 092	39.5	.1	X
	19700	Service receipts and labor charges, including installed parts	1 112	5 426 255	584 306	10.8	.7	58.4
	19701	Labor charges for repair work	905	3 741 476	333 861	8.9	.4	X
	19702	Parts installed in repair work	631	2 625 620	129 528	4.9	.2	X
	19703	Other service receipts and labor charges	235	1 696 087	120 917	7.1	.2	X
	19720	Receipts for service contracts	299	1 424 491	67 215	4.7	.1	X
	19740	Receipts for installing equipment	291	1 625 478	138 669	8.5	.2	X
	19810	Miscellaneous commodities	622	5 067 369	172 397	3.4	.2	X
	19940	Rental and operating lease receipts	173	557 881	32 218	5.8	Z	X
	19960	Custom computer software	10	64 056	1 036	1.6	Z	X
423610		Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers	13 214	X	80 072 813	X	100.0	63.7
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	42	335 181	63 307	18.9	.1	X
	10400	Household and lawn furniture	7	24 305	6 783	27.9	Z	X
	10520	Linens, domestics, curtains, and draperies	23	131 133	14 696	11.2	Z	61.6
	10523	Shades and blinds	23	131 133	14 696	11.2	Z	X
	10530	Flooring and floor coverings	24	129 437	3 391	2.6	Z	57.2
	10531	Rugs and carpeting	24	129 437	3 391	2.6	Z	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	23	35 609	6 218	17.5	Z	27.9
	10542	Mirrors, lamps, and picture frames	9	24 527	5 264	21.5	Z	X
	10543	Other home furnishings	14	11 082	954	8.6	Z	X
	10600	Rough, dressed, and finished dimensional lumber	9	87 045	1 130	1.3	Z	X
	10620	Plywood and millwork	44	172 960	22 609	13.1	Z	43.4
	10623	Gypsum, waterboard, and other specialty boards	35	170 808	2 011	1.2	Z	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	44	172 960	2 489	1.4	Z	X
	10626	Trusses, wood siding, and wood shingles	35	170 808	18 109	10.6	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	9	28 261	5 652	20.0	Z	40.8
	10714	Brick, block, tile, and clay or cement sewer pipe	9	28 261	5 652	20.0	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	9	20 913	1 696	8.1	Z	X
	10740	Other construction products and materials	28	172 960	36 175	20.9	Z	25.4
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers	28	172 960	36 175	20.9	Z	X
	10800	Photographic equipment and supplies	16	33 914	7 348	21.7	Z	X
	10900	Office equipment, excluding computers	44	158 829	4 522	2.8	Z	X
	10920	New computer equipment	351	1 995 014	184 078	9.2	.2	X
	10950	Packaged computer software, including game software and cartridges ..	156	1 024 138	38 153	3.7	Z	X
	11000	Medical, hospital, and surgical supplies	9	109 654	23 740	21.7	Z	63.7
	11011	Surgical and medical instruments and equipment	9	109 654	23 740	21.7	Z	X
	11050	Miscellaneous professional equipment and supplies	16	26 566	2 261	8.5	Z	63.7
	11053	Engineers' equipment and supplies	11	19 272	815	4.2	Z	X
	11120	Flat iron and steel products	10	20 913	2 826	13.5	Z	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
423610		WHOLESALE TRADE—Con.						
		Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers—Con.						
	11140	Iron and steel wire and wire products	21	195 569	17 522	9.0	Z	48.1
	11143	Wire rope, strand, strapping, reinforcement mesh, and bale ties	11	5 894	481	8.2	Z	X
	11150	Iron and steel pipes and tubing	17	893 061	15 261	1.7	Z	54.2
	11152	Tubing	17	893 061	1 192	.1	Z	X
	11153	Standard steel pipes	11	891 730	13 044	1.5	Z	X
	11154	Other steel pipes	6	887 774	1 025	.1	Z	X
	11170	Alloy steel	9	17 522	1 130	6.4	Z	X
	11200	Copper and brass	19	60 479	5 087	8.4	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing	10	775 494	1 696	.2	Z	X
	11400	Electrical apparatus and equipment	13 214	80 072 813	75 414 182	94.2	94.2	43.6
	11411	Power and distribution transformers	5 031	35 302 960	5 112 529	14.5	6.4	X
	11412	Switchgear and switchboard apparatus	4 821	36 428 385	7 233 214	19.9	9.0	X
	11413	Motors and generators, including motor-generator sets	3 421	23 940 271	6 832 370	28.5	8.5	X
	11414	Conduit, raceway, and fittings	4 422	32 735 607	3 847 207	11.8	4.8	X
	11415	Electric light bulbs	4 965	30 753 809	6 067 793	19.7	7.6	X
	11416	Interior wiring, excluding conduit	4 706	30 526 749	4 737 683	15.5	5.9	X
	11417	Exterior wiring and cable, excluding conduit	4 170	26 588 963	3 694 398	13.9	4.6	X
	11418	Lighting fixtures	5 418	32 410 086	8 232 506	25.4	10.3	X
	11419	Industrial controls	6 806	42 791 502	16 007 743	37.4	20.0	X
	11421	Other electrical apparatus and equipment, including fuses and lightning rods	6 733	43 852 122	13 648 739	31.1	17.0	X
	11500	Electric household appliances, including gas clothes dryers	181	1 157 023	170 701	14.8	.2	58.0
	11511	Televisions	31	243 935	18 746	7.7	Z	X
	11512	Radios, stereos, tape players, and CD players	25	33 253	3 257	9.8	Z	X
	11513	VCRs, video cameras, digital video disc (DVD) players, and electronic DVD-based game consoles	29	57 816	3 079	5.3	Z	X
	11514	Electric household ranges and ovens	16	18 246	2 250	12.3	Z	X
	11515	Household refrigerators and freezers	16	27 722	1 362	4.9	Z	X
	11516	Electric household washing machines and dryers, including gas clothes dryers	13	59 286	5 015	8.5	Z	X
	11517	Household vacuum cleaners and sewing machines	16	44 418	4 471	10.1	Z	X
	11518	Other electric household appliances, including dishwashers, toasters and fans	103	776 085	132 521	17.1	.2	X
	11600	Electronic parts and equipment, excluding communications equipment . .	930	6 681 960	487 464	7.3	.6	60.6
	11612	Integrated circuits	142	491 932	19 413	3.9	Z	X
	11613	Capacitors and resistors	224	1 004 841	42 322	4.2	.1	X
	11615	Semiconductors	122	384 895	17 697	4.6	Z	X
	11616	Electronic connectors and other passive electronic parts	578	4 784 257	185 050	3.9	.2	X
	11618	Other electronic parts and equipment	449	2 082 509	222 982	10.7	.3	X
	11650	Communications equipment and supplies	856	7 974 321	1 221 517	15.3	1.5	55.3
	11651	Telephones	427	5 542 548	126 446	2.3	.2	X
	11652	Other communications equipment	816	7 608 172	1 095 071	14.4	1.4	X
	11700	Hardware	875	5 209 335	338 763	6.5	.4	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	314	2 678 053	149 788	5.6	.2	X
	11900	Forced air heating and air-conditioning equipment and supplies	542	4 797 650	194 859	4.1	.2	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	70	214 222	16 957	7.9	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments	10	107 393	11 870	11.1	Z	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	10	24 305	1 130	4.6	Z	57.1
	12312	Motors	8	4 917	600	12.2	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	448	2 325 821	250 445	10.8	.3	X
	12340	Materials handling machinery, equipment, and parts	98	248 135	30 522	12.3	Z	X
	12360	Other industrial machinery, equipment, and parts	17	56 523	9 609	17.0	Z	X
	12370	Mechanical power transmission supplies	24	73 009	24 211	33.2	Z	32.9
	12371	Bearings and bushings	22	64 502	12 999	20.2	Z	X
	12372	Other mechanical power transmission supplies	16	40 668	11 212	27.6	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	22	57 182	13 235	23.1	Z	X
	12390	Hydraulic and pneumatic valves	19	32 218	2 826	8.8	Z	63.1
	12391	Hydraulic valves	13	26 544	1 722	6.5	Z	X
	12392	Pneumatic valves	11	11 327	1 104	9.7	Z	X
	12400	Hydraulic and pneumatic cylinders and rotary actuators	10	14 696	565	3.8	Z	63.7
	12412	Pneumatic cylinders and rotary actuators	10	14 696	521	3.5	Z	X
	12440	Welding supplies, excluding gases	10	46 914	9 044	19.3	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	37	65 567	4 522	6.9	Z	X
	12520	Janitorial equipment and supplies	9	8 478	2 826	33.3	Z	X
	12700	Sporting and recreational goods and supplies	10	79 132	18 653	23.6	Z	X
	13150	Miscellaneous durable goods	23	209 135	19 218	9.2	Z	X
	13160	Fire extinguishers and fire safety equipment	7	15 826	1 130	7.1	Z	X
	13300	Office paper, office supplies, greeting cards, and labels	19	71 784	9 044	12.6	Z	X
	13400	Paper and plastic products	8	19 877	1 836	9.2	Z	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries	10	23 174	3 391	14.6	Z	X
	13900	Women's, misses', and girls' wear	7	28 827	2 826	9.8	Z	X
	15300	Plastics materials and basic shapes	17	44 088	3 957	9.0	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . .	40	91 567	11 870	13.0	Z	X
	15800	Farm supplies	7	39 001	10 174	26.1	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	14	6 783	1 130	16.7	Z	31.9
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers	14	6 783	491	7.2	Z	X
	16014	Paint supplies	9	6 340	613	9.7	Z	X

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Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
423610		WHOLESALE TRADE—Con.						
		Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers—Con.						
	16120	Art goods, including novelties and souvenirs	12	168 438	66 698	39.6	.1	62.1
	16122	Novelties and souvenirs	10	167 288	66 092	39.5	.1	X
	19700	Service receipts and labor charges, including installed parts	1 112	5 426 255	584 306	10.8	.7	58.4
	19701	Labor charges for repair work	905	3 741 476	333 861	8.9	.4	X
	19702	Parts installed in repair work	631	2 625 620	129 528	4.9	.2	X
	19703	Other service receipts and labor charges	235	1 696 087	120 917	7.1	.2	X
	19720	Receipts for service contracts	299	1 424 491	67 215	4.7	.1	X
	19740	Receipts for installing equipment	291	1 625 478	138 669	8.5	.2	X
	19810	Miscellaneous commodities	622	5 067 369	172 397	3.4	.2	X
	19940	Rental and operating lease receipts	173	557 881	32 218	5.8	Z	X
	19960	Custom computer software	10	64 056	1 036	1.6	Z	X
4237		Hardware, and plumbing and heating equipment and supplies merchant wholesalers	18 970	X	82 578 288	X	100.0	67.1
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	112	844 365	159 190	18.9	.2	X
	10400	Household and lawn furniture	12	102 775	5 379	5.2	Z	X
	10420	Office and business furniture	7	14 345	2 391	16.7	Z	32.5
	10421	New wooden and metal office furniture	7	14 345	2 391	16.7	Z	X
	10500	Household china, glassware, crockery, and plastic housewares, excluding paper dishes, cups, napkins, and plastic utensils	7	10 892	1 860	17.1	Z	X
	10520	Linens, domestics, curtains, and draperies	24	62 571	4 489	7.2	Z	55.1
	10522	Curtains and draperies	8	19 784	2 825	14.3	Z	X
	10523	Shades and blinds	7	23 446	681	2.9	Z	X
	10530	Flooring and floor coverings	81	514 048	97 941	19.1	.1	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	82	692 477	68 453	9.9	.1	X
	10600	Rough, dressed, and finished dimensional lumber	27	2 985 505	717 356	24.0	.9	X
	10620	Plywood and millwork	444	2 518 548	345 529	13.7	.4	59.2
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	44	263 808	24 262	9.2	Z	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard	114	948 928	87 122	9.2	.1	X
	10623	Gypsum, waterboard, and other specialty boards	117	755 101	67 245	8.9	.1	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	228	1 363 069	130 970	9.6	.2	X
	10625	Metal millwork	92	465 951	35 858	7.7	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	140	754 753	30 418	4.0	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	254	1 706 486	183 272	10.7	.2	37.5
	10721	Nonwood roofing	73	785 513	79 874	10.2	.1	X
	10722	Nonwood siding	20	332 373	2 294	.7	Z	X
	10723	Insulation materials	232	1 449 835	101 104	7.0	.1	X
	10730	Flat glass and other construction glass	23	96 962	6 793	7.0	Z	X
	10740	Other construction products and materials	505	2 820 203	320 539	11.4	.4	X
	10900	Office equipment, excluding computers	7	27 457	2 922	10.6	Z	X
	10920	New computer equipment	12	12 445	310	2.5	Z	X
	10950	Packaged computer software, including game software and cartridges ..	66	1 693 251	15 559	.9	Z	X
	10960	Restaurant and hotel equipment and supplies	250	845 210	100 248	11.9	.1	X
	10970	Store machines and equipment	36	99 638	15 130	15.2	Z	X
	11000	Medical, hospital, and surgical supplies	6	14 231	531	3.7	Z	X
	11050	Miscellaneous professional equipment and supplies	6	13 678	2 087	15.3	Z	X
	11100	Semi-finished iron and steel products	13	38 311	6 793	17.7	Z	44.9
	11112	Wire rods	6	15 980	3 616	22.6	Z	X
	11113	Rough castings and foundry products	8	22 331	2 780	12.4	Z	X
	11120	Flat iron and steel products	620	2 969 895	231 223	7.8	.3	X
	11140	Iron and steel wire and wire products	753	3 478 953	221 098	6.4	.3	39.0
	11141	Wire, including plain, coated, barbed, and twisted	14	65 176	1 223	1.9	Z	X
	11142	Nails	748	3 473 314	217 637	6.3	.3	X
	11150	Iron and steel pipes and tubing	1 425	5 733 277	298 170	5.2	.4	X
	11160	Other iron and steel products	57	997 821	178 335	17.9	.2	57.5
	11162	Hot-rolled bars and bar-size shapes, excluding reinforcement bars	11	79 637	16 823	21.1	Z	X
	11167	Other finished products	40	860 941	154 584	18.0	.2	X
	11170	Alloy steel	419	1 604 730	102 396	6.4	.1	X
	11180	Stainless steel	11	69 006	4 667	6.8	Z	X
	11200	Copper and brass	3 174	10 277 071	517 753	5.0	.6	X
	11220	Aluminum shapes and forms, including pipes and tubing	330	1 329 359	47 834	3.6	.1	X
	11400	Electrical apparatus and equipment	1 802	6 587 946	591 966	9.0	.7	X
	11500	Electric household appliances, including gas clothes dryers	308	2 173 399	246 285	11.3	.3	X
	11600	Electronic parts and equipment, excluding communications equipment ..	1 131	6 242 930	694 556	11.1	.8	X
	11650	Communications equipment and supplies	16	136 297	29 544	21.7	Z	62.4
	11651	Telephones	8	27 485	1 679	6.1	Z	X
	11652	Other communications equipment	12	131 145	27 865	21.2	Z	X
	11700	Hardware	9 516	40 264 333	26 838 386	66.7	32.5	50.7
	11711	Hand tools, including power driven tools	5 419	24 618 714	10 128 489	41.1	12.3	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	6 293	23 625 618	15 026 260	63.6	18.2	X
	11713	Cutlery	534	2 595 783	1 683 637	64.9	2.0	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	8 386	32 875 208	20 513 608	62.4	24.8	42.0
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	2 832	13 429 357	1 711 041	12.7	2.1	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	4 128	16 317 910	3 040 459	18.6	3.7	X
	11813	Plumbing fixtures	2 616	13 672 951	5 265 951	38.5	6.4	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	2 578	12 774 648	2 066 290	16.2	2.5	X
	11815	Boilers, radiators, and convectors	2 336	9 603 842	1 543 265	16.1	1.9	X
	11818	Other plumbing and heating equipment and supplies	4 833	20 420 321	6 886 602	33.7	8.3	X

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			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
4237		WHOLESALE TRADE—Con.						
		Hardware, and plumbing and heating equipment and supplies merchant wholesalers—Con.						
	11900	Forced air heating and air-conditioning equipment and supplies	7 551	31 161 063	21 619 336	69.4	26.2	53.0
	11911	Forced air furnaces	4 858	23 178 603	4 180 874	18.0	5.1	X
	11912	Central air-conditioners	5 398	22 988 564	6 311 688	27.5	7.6	X
	11914	Heat pumps	3 676	17 557 421	1 668 452	9.5	2.0	X
	11916	Air cleaning and filtration systems	4 005	14 146 039	1 357 682	9.6	1.6	X
	11917	Compressors for air-conditioners	3 893	14 756 761	1 088 618	7.4	1.3	X
	11918	Condensing units for air-conditioners	3 349	16 183 867	3 280 836	20.3	4.0	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	4 675	17 694 540	3 731 186	21.1	4.5	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	3 982	13 443 762	4 848 122	36.1	5.9	55.1
	12011	Commercial refrigerators	668	2 309 521	887 578	38.4	1.1	X
	12012	Unit coolers for commercial refrigerators	1 265	3 269 938	262 582	8.0	.3	X
	12013	Condensing units for commercial refrigerators	1 791	4 277 155	256 307	6.0	.3	X
	12014	Refrigerants	2 924	8 624 844	761 101	8.8	.9	X
	12015	Other commercial refrigeration equipment and supplies	2 609	8 868 055	2 680 554	30.2	3.2	X
	12100	Construction and mining machinery and equipment, including parts and attachments	137	779 390	53 825	6.9	.1	X
	12200	Farm machinery, equipment, and parts	68	559 798	32 520	5.8	Z	X
	12220	Lawn and garden machinery, equipment, and parts	170	1 200 360	55 774	4.6	.1	X
	12230	Food-processing machinery, equipment, and parts	8	11 404	1 006	8.8	Z	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	46	118 878	12 107	10.2	Z	47.5
	12311	Pumps	42	117 321	7 851	6.7	Z	X
	12312	Motors	29	51 807	2 445	4.7	Z	X
	12313	Pump and motor parts	15	34 825	1 811	5.2	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	1 002	4 096 124	383 059	9.4	.5	X
	12330	Metalworking machinery, equipment, and parts	240	1 053 619	70 690	6.7	.1	X
	12340	Materials handling machinery, equipment, and parts	189	940 107	60 113	6.4	.1	X
	12350	Oil well, oil refinery, and pipeline machinery, equipment, and supplies ...	17	37 531	2 827	7.5	Z	X
	12360	Other industrial machinery, equipment, and parts	72	239 196	30 702	12.8	Z	34.1
	12365	New woodworking machinery	16	78 644	13 128	16.7	Z	X
	12366	Other new industrial machinery and equipment, including industrial water treatment equipment	31	84 386	9 571	11.3	Z	X
	12367	Used industrial machinery and equipment	18	67 636	2 746	4.1	Z	X
	12370	Mechanical power transmission supplies	34	382 189	66 968	17.5	.1	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	121	285 115	41 909	14.7	.1	X
	12390	Hydraulic and pneumatic valves	42	128 705	8 992	7.0	Z	54.6
	12391	Hydraulic valves	22	59 600	3 669	6.2	Z	X
	12392	Pneumatic valves	27	88 301	5 323	6.0	Z	X
	12400	Hydraulic and pneumatic cylinders and rotary actuators	16	56 318	797	1.4	Z	63.0
	12412	Pneumatic cylinders and rotary actuators	11	43 530	643	1.5	Z	X
	12420	Hydraulic and pneumatic connectors and assemblies	38	100 586	10 018	10.0	Z	48.8
	12421	Hydraulic and pneumatic connectors	30	87 376	5 414	6.2	Z	X
	12422	Hydraulic and pneumatic assemblies	16	23 038	4 604	20.0	Z	X
	12430	Other hydraulic and pneumatic accessories and parts	28	53 997	8 629	16.0	Z	X
	12440	Welding supplies, excluding gases	96	267 907	15 510	5.8	Z	X
	12450	Industrial containers and supplies	400	1 505 778	74 684	5.0	.1	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	1 515	4 290 384	309 970	7.2	.4	X
	12520	Janitorial equipment and supplies	25	101 968	15 550	15.3	Z	X
	12530	Laundry and dry-cleaning equipment and supplies	10	5 848	1 846	31.6	Z	X
	12540	Service establishment equipment and supplies, including municipal water treatment equipment	16	51 454	10 197	19.8	Z	44.6
	12542	Other service establishment equipment and supplies, including municipal water treatment equipment	12	35 173	10 020	28.5	Z	X
	12700	Sporting and recreational goods and supplies	66	511 872	51 293	10.0	.1	X
	12800	Toys and hobby goods and supplies	12	283 448	41 973	14.8	.1	X
	13150	Miscellaneous durable goods	35	67 027	7 191	10.7	Z	X
	13160	Fire extinguishers and fire safety equipment	12	11 233	1 727	15.4	Z	X
	13300	Office paper, office supplies, greeting cards, and labels	17	44 888	5 933	13.2	Z	32.7
	13316	Other office supplies, including envelopes, ruled forms, and labels	17	44 888	5 874	13.1	Z	X
	13400	Paper and plastic products	63	151 494	11 148	7.4	Z	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries	11	29 791	5 579	18.7	Z	28.4
	13515	Vitamins and nutritional supplements	11	29 791	1 191	4.0	Z	X
	14860	Grocery specialties	9	27 094	2 922	10.8	Z	X
	14900	Grain, beans, and seeds	6	12 483	266	2.1	Z	X
	15300	Plastics materials and basic shapes	1 252	5 795 453	270 293	4.7	.3	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	1 347	4 113 622	211 466	5.1	.3	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	70	187 674	4 028	2.1	Z	X
	15420	Liquefied petroleum (LP)	15	93 886	2 695	2.9	Z	X
	15800	Farm supplies	76	274 406	29 916	10.9	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	405	1 996 965	114 469	5.7	.1	X
	16100	Books, periodicals, newspapers, and other printed materials	9	294 156	30 504	10.4	Z	X
	16120	Art goods, including novelties and souvenirs	12	33 738	7 704	22.8	Z	X
	16150	Wigs, yarns, and leather products	6	5 864	1 670	28.5	Z	X
	19700	Service receipts and labor charges, including installed parts	1 301	5 894 086	602 615	10.2	.7	57.7
	19701	Labor charges for repair work	973	4 968 837	337 249	6.8	.4	X
	19702	Parts installed in repair work	714	2 367 090	166 248	7.0	.2	X
	19703	Other service receipts and labor charges	344	1 182 547	99 118	8.4	.1	X
	19720	Receipts for service contracts	198	1 193 331	76 078	6.4	.1	X
	19740	Receipts for installing equipment	265	1 185 559	122 396	10.3	.1	X
	19810	Miscellaneous commodities	939	4 518 494	514 807	11.4	.6	X
	19940	Rental and operating lease receipts	246	788 112	39 331	5.0	Z	X

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						Estab- lishments with the product line	All estab- lishments ²	
		WHOLESALE TRADE—Con.						
4237		Hardware, and plumbing and heating equipment and supplies merchant wholesalers—Con.						
	19950	Construction receipts	55	291 631	45 365	15.6	.1	X
42371		Hardware merchant wholesalers	6 833	X	31 366 119	X	100.0	64.4
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	97	812 045	156 377	19.3	.5	X
	10420	Office and business furniture	7	14 345	2 391	16.7	Z	31.1
	10421	New wooden and metal office furniture	7	14 345	2 391	16.7	Z	X
	10500	Household china, glassware, crockery, and plastic housewares, excluding paper dishes, cups, napkins, and plastic utensils	7	10 892	1 860	17.1	Z	X
	10520	Linens, domestics, curtains, and draperies	18	54 193	3 719	6.9	Z	58.4
	10522	Curtains and draperies	8	19 784	2 825	14.3	Z	X
	10530	Flooring and floor coverings	28	112 370	8 766	7.8	Z	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	64	641 279	60 303	9.4	.2	X
	10600	Rough, dressed, and finished dimensional lumber	23	2 981 122	716 730	24.0	2.3	X
	10620	Plywood and millwork	222	1 502 249	277 076	18.4	.9	61.5
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	28	232 563	23 418	10.1	.1	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard	95	901 890	80 535	8.9	.3	X
	10623	Gypsum, waterboard, and other specialty boards	57	540 975	51 692	9.6	.2	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	127	837 519	111 562	13.3	.4	X
	10625	Metal millwork	18	57 656	9 819	17.0	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	60	356 236	6 376	1.8	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	48	693 080	91 916	13.3	.3	35.1
	10721	Nonwood roofing	45	688 568	75 871	11.0	.2	X
	10722	Nonwood siding	15	252 995	1 616	.6	Z	X
	10723	Insulation materials	33	492 094	14 429	2.9	Z	X
	10730	Flat glass and other construction glass	21	88 196	6 376	7.2	Z	X
	10740	Other construction products and materials	289	1 691 358	200 270	11.8	.6	X
	10920	New computer equipment	7	7 704	266	3.5	Z	X
	10950	Packaged computer software, including game software and cartridges ..	46	1 588 435	14 211	.9	Z	X
	10960	Restaurant and hotel equipment and supplies	16	24 705	2 125	8.6	Z	X
	10970	Store machines and equipment	9	33 738	1 860	5.5	Z	X
	11100	Semi-finished iron and steel products	11	29 753	6 376	21.4	Z	36.8
	11112	Wire rods	6	15 980	3 616	22.6	Z	X
	11113	Rough castings and foundry products	6	13 773	2 363	17.2	Z	X
	11120	Flat iron and steel products	127	465 418	71 992	15.5	.2	X
	11140	Iron and steel wire and wire products	562	2 866 025	205 656	7.2	.7	40.8
	11141	Wire, including plain, coated, barbed, and twisted	14	65 176	1 223	1.9	Z	X
	11142	Nails	557	2 860 386	202 195	7.1	.6	X
	11150	Iron and steel pipes and tubing	132	267 244	19 924	7.5	.1	X
	11160	Other iron and steel products	51	987 348	177 993	18.0	.6	55.5
	11162	Hot-rolled bars and bar-size shapes, excluding reinforcement bars	11	79 637	16 823	21.1	.1	X
	11167	Other finished products	36	852 592	154 375	18.1	.5	X
	11170	Alloy steel	60	135 216	17 267	12.8	.1	X
	11180	Stainless steel	7	43 035	4 250	9.9	Z	X
	11200	Copper and brass	93	253 625	14 002	5.5	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing	49	164 172	13 814	8.4	Z	X
	11400	Electrical apparatus and equipment	272	1 979 888	188 879	9.5	.6	X
	11500	Electric household appliances, including gas clothes dryers	23	226 865	13 814	6.1	Z	X
	11600	Electronic parts and equipment, excluding communications equipment ..	254	3 281 421	497 462	15.2	1.6	X
	11650	Communications equipment and supplies	12	113 964	26 831	23.5	.1	59.7
	11652	Other communications equipment	8	108 812	26 735	24.6	.1	X
	11700	Hardware	6 833	31 366 119	26 530 747	84.6	84.6	44.9
	11711	Hand tools, including power driven tools	2 899	16 245 968	9 918 387	61.1	31.6	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	5 306	20 575 562	14 929 857	72.6	47.6	X
	11713	Cutlery	497	2 507 721	1 682 503	67.1	5.4	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	404	1 747 178	227 664	13.0	.7	56.3
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	139	1 196 013	41 067	3.4	.1	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	299	1 238 889	53 105	4.3	.2	X
	11813	Plumbing fixtures	42	668 575	21 981	3.3	.1	X
	11818	Other plumbing and heating equipment and supplies	82	1 189 374	110 796	9.3	.4	X
	11900	Forced air heating and air-conditioning equipment and supplies	35	91 384	15 939	17.4	.1	38.1
	11911	Forced air furnaces	10	50 460	5 167	10.2	Z	X
	11914	Heat pumps	10	10 773	600	5.6	Z	X
	11917	Compressors for air-conditioners	10	9 190	735	8.0	Z	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	15	36 014	6 885	19.1	Z	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	12	41 441	3 188	7.7	Z	57.8
	12015	Other commercial refrigeration equipment and supplies	8	35 125	3 124	8.9	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments	109	656 952	44 098	6.7	.1	X
	12200	Farm machinery, equipment, and parts	46	474 450	23 112	4.9	.1	X
	12220	Lawn and garden machinery, equipment, and parts	132	1 025 165	49 721	4.9	.2	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	28	62 959	2 922	4.6	Z	46.9
	12311	Pumps	25	61 625	1 722	2.8	Z	X
	12312	Motors	19	27 465	879	3.2	Z	X
	12313	Pump and motor parts	9	13 483	321	2.4	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	438	2 673 728	219 892	8.2	.7	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)	
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—			
						Estab- lishments with the product line	All estab- lishments ²		
42371		WHOLESALE TRADE—Con.							
		Hardware merchant wholesalers—Con.							
	12330	Metalworking machinery, equipment, and parts	161	718 566	43 147	6.0	.1	X	
	12340	Materials handling machinery, equipment, and parts	154	779 948	46 489	6.0	.1	X	
	12350	Oil well, oil refinery, and pipeline machinery, equipment, and supplies ...	9	5 563	531	5.6	Z	X	
	12360	Other industrial machinery, equipment, and parts	46	156 733	18 064	11.5	.1	41.7	
	12365	New woodworking machinery	16	78 644	13 128	16.7	Z	X	
	12366	Other new industrial machinery and equipment, including industrial water treatment equipment	16	18 226	2 297	12.6	Z	X	
	12367	Used industrial machinery and equipment	13	65 590	2 514	3.8	Z	X	
	12370	Mechanical power transmission supplies	30	372 843	64 499	17.3	.2	X	
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	60	119 542	8 501	7.1	Z	X	
	12390	Hydraulic and pneumatic valves	25	96 165	3 719	3.9	Z	48.3	
	12391	Hydraulic valves	14	41 732	2 215	5.3	Z	X	
	12392	Pneumatic valves	14	58 857	1 504	2.6	Z	X	
	12400	Hydraulic and pneumatic cylinders and rotary actuators	16	56 318	797	1.4	Z	60.4	
	12412	Pneumatic cylinders and rotary actuators	11	43 530	643	1.5	Z	X	
	12420	Hydraulic and pneumatic connectors and assemblies	32	71 991	5 844	8.1	Z	58.6	
	12421	Hydraulic and pneumatic connectors	24	58 781	1 563	2.7	Z	X	
	12422	Hydraulic and pneumatic assemblies	13	19 415	4 281	22.1	Z	X	
	12430	Other hydraulic and pneumatic accessories and parts	16	22 315	1 328	6.0	Z	X	
	12440	Welding supplies, excluding gases	42	86 071	6 641	7.7	Z	X	
	12450	Industrial containers and supplies	109	406 452	40 844	10.0	.1	X	
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	749	2 218 471	257 385	11.6	.8	X	
	12520	Janitorial equipment and supplies	7	6 907	531	7.7	Z	X	
	12700	Sporting and recreational goods and supplies	41	447 620	35 066	7.8	.1	X	
	12800	Toys and hobby goods and supplies	12	283 448	41 973	14.8	.1	X	
	13150	Miscellaneous durable goods	28	57 380	5 579	9.7	Z	X	
	13300	Office paper, office supplies, greeting cards, and labels	14	36 128	5 579	15.4	Z	X	
	13400	Paper and plastic products	42	85 539	5 844	6.8	Z	X	
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries	9	28 956	5 579	19.3	Z	26.1	
	13515	Vitamins and nutritional supplements	9	28 956	1 191	4.1	Z	X	
	14860	Grocery specialties	7	26 565	2 922	11.0	Z	X	
	15300	Plastics materials and basic shapes	159	805 184	38 785	4.8	.1	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	313	1 942 094	138 664	7.1	.4	X	
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	39	80 226	1 860	2.3	Z	X	
	15800	Farm supplies	58	194 190	24 971	12.9	.1	X	
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	303	1 646 763	105 464	6.4	.3	X	
	16100	Books, periodicals, newspapers, and other printed materials	7	285 573	28 425	10.0	.1	X	
	16120	Art goods, including novelties and souvenirs	12	33 738	7 704	22.8	Z	X	
	19700	Service receipts and labor charges, including installed parts	532	3 126 399	245 383	7.8	.8	56.0	
	19701	Labor charges for repair work	385	2 818 424	147 437	5.2	.5	X	
	19702	Parts installed in repair work	264	627 579	41 366	6.6	.1	X	
	19703	Other service receipts and labor charges	162	404 450	56 580	14.0	.2	X	
	19720	Receipts for service contracts	12	36 660	1 328	3.6	Z	X	
	19740	Receipts for installing equipment	30	96 431	4 516	4.7	Z	X	
	19810	Miscellaneous commodities	348	1 784 948	184 904	10.4	.6	X	
	19940	Rental and operating lease receipts	126	371 955	21 489	5.8	.1	X	
	19950	Construction receipts	11	15 408	2 656	17.2	Z	X	
	423710		Hardware merchant wholesalers	6 833	X	31 366 119	X	100.0	64.4
		10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	97	812 045	156 377	19.3	.5	X
10420		Office and business furniture	7	14 345	2 391	16.7	Z	31.1	
10421		New wooden and metal office furniture	7	14 345	2 391	16.7	Z	X	
10500		Household china, glassware, crockery, and plastic housewares, excluding paper dishes, cups, napkins, and plastic utensils	7	10 892	1 860	17.1	Z	X	
10520		Linens, domestics, curtains, and draperies	18	54 193	3 719	6.9	Z	58.4	
10522		Curtains and draperies	8	19 784	2 825	14.3	Z	X	
10530		Flooring and floor coverings	28	112 370	8 766	7.8	Z	X	
10540		Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	64	641 279	60 303	9.4	.2	X	
10600		Rough, dressed, and finished dimensional lumber	23	2 981 122	716 730	24.0	2.3	X	
10620		Plywood and millwork	222	1 502 249	277 076	18.4	.9	61.5	
10621		Softwood plywood, softwood veneer, and oriented strand board (OSB)	28	232 563	23 418	10.1	.1	X	
10622		Other panels products, including hardwood plywood, hardwood veneer, and particleboard	95	901 890	80 535	8.9	.3	X	
10623		Gypsum, waterboard, and other specialty boards	57	540 975	51 692	9.6	.2	X	
10624		Wood millwork, including moldings, doors, windows, and cabinets	127	837 519	111 562	13.3	.4	X	
10625		Metal millwork	18	57 656	9 819	17.0	Z	X	
10700		Concrete, cement, sand, gravel, stone, brick, block, and tile	60	356 236	6 376	1.8	Z	X	
10720		Nonwood roofing, nonwood siding, and insulation materials	48	693 080	91 916	13.3	.3	35.1	
10721		Nonwood roofing	45	688 568	75 871	11.0	.2	X	
10722		Nonwood siding	15	252 995	1 616	.6	Z	X	
10723		Insulation materials	33	492 094	14 429	2.9	Z	X	
10730		Flat glass and other construction glass	21	88 196	6 376	7.2	Z	X	
10740		Other construction products and materials	289	1 691 358	200 270	11.8	.6	X	
10920		New computer equipment	7	7 704	266	3.5	Z	X	
10950		Packaged computer software, including game software and cartridges ..	46	1 588 435	14 211	.9	Z	X	
10960		Restaurant and hotel equipment and supplies	16	24 705	2 125	8.6	Z	X	
10970		Store machines and equipment	9	33 738	1 860	5.5	Z	X	
11100		Semi-finished iron and steel products	11	29 753	6 376	21.4	Z	36.8	
11112		Wire rods	6	15 980	3 616	22.6	Z	X	
11113	Rough castings and foundry products	6	13 773	2 363	17.2	Z	X		

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Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
423710		WHOLESALE TRADE—Con.						
		Hardware merchant wholesalers—Con.						
	11120	Flat iron and steel products	127	465 418	71 992	15.5	.2	X
	11140	Iron and steel wire and wire products	562	2 866 025	205 656	7.2	.7	40.8
	11141	Wire, including plain, coated, barbed, and twisted	14	65 176	1 223	1.9	Z	X
	11142	Nails	557	2 860 386	202 195	7.1	.6	X
	11150	Iron and steel pipes and tubing	132	267 244	19 924	7.5	.1	X
	11160	Other iron and steel products	51	987 348	177 993	18.0	.6	55.5
	11162	Hot-rolled bars and bar-size shapes, excluding reinforcement bars	11	79 637	16 823	21.1	.1	X
	11167	Other finished products	36	852 592	154 375	18.1	.5	X
	11170	Alloy steel	60	135 216	17 267	12.8	.1	X
	11180	Stainless steel	7	43 035	4 250	9.9	Z	X
	11200	Copper and brass	93	253 625	14 002	5.5	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing	49	164 172	13 814	8.4	Z	X
	11400	Electrical apparatus and equipment	272	1 979 888	188 879	9.5	.6	X
	11500	Electric household appliances, including gas clothes dryers	23	226 865	13 814	6.1	Z	X
	11600	Electronic parts and equipment, excluding communications equipment ..	254	3 281 421	497 462	15.2	1.6	X
	11650	Communications equipment and supplies	12	113 964	26 831	23.5	.1	59.7
	11652	Other communications equipment	8	108 812	26 735	24.6	.1	X
	11700	Hardware	6 833	31 366 119	26 530 747	84.6	84.6	44.9
	11711	Hand tools, including power driven tools	2 899	16 245 968	9 918 387	61.1	31.6	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	5 306	20 575 562	14 929 857	72.6	47.6	X
	11713	Cutlery	497	2 507 721	1 682 503	67.1	5.4	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	404	1 747 178	227 664	13.0	.7	56.3
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	139	1 196 013	41 067	3.4	.1	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	299	1 238 889	53 105	4.3	.2	X
	11813	Plumbing fixtures	42	668 575	21 981	3.3	.1	X
	11818	Other plumbing and heating equipment and supplies	82	1 189 374	110 796	9.3	.4	X
	11900	Forced air heating and air-conditioning equipment and supplies	35	91 384	15 939	17.4	.1	38.1
	11911	Forced air furnaces	10	50 460	5 167	10.2	Z	X
	11914	Heat pumps	10	10 773	600	5.6	Z	X
	11917	Compressors for air-conditioners	10	9 190	735	8.0	Z	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	15	36 014	6 885	19.1	Z	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	12	41 441	3 188	7.7	Z	57.8
	12015	Other commercial refrigeration equipment and supplies	8	35 125	3 124	8.9	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments	109	656 952	44 098	6.7	.1	X
	12200	Farm machinery, equipment, and parts	46	474 450	23 112	4.9	.1	X
	12220	Lawn and garden machinery, equipment, and parts	132	1 025 165	49 721	4.9	.2	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	28	62 959	2 922	4.6	Z	46.9
	12311	Pumps	25	61 625	1 722	2.8	Z	X
	12312	Motors	19	27 465	879	3.2	Z	X
	12313	Pump and motor parts	9	13 483	321	2.4	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	438	2 673 728	219 892	8.2	.7	X
	12330	Metalworking machinery, equipment, and parts	161	718 566	43 147	6.0	.1	X
	12340	Materials handling machinery, equipment, and parts	154	779 948	46 489	6.0	.1	X
	12350	Oil well, oil refinery, and pipeline machinery, equipment, and supplies ...	9	9 563	531	5.6	Z	X
	12360	Other industrial machinery, equipment, and parts	46	156 733	18 064	11.5	.1	41.7
	12365	New woodworking machinery	16	78 644	13 128	16.7	Z	X
	12366	Other new industrial machinery and equipment, including industrial water treatment equipment	16	18 226	2 297	12.6	Z	X
	12367	Used industrial machinery and equipment	13	65 590	2 514	3.8	Z	X
	12370	Mechanical power transmission supplies	30	372 843	64 499	17.3	.2	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	60	119 542	8 501	7.1	Z	X
	12390	Hydraulic and pneumatic valves	25	96 165	3 719	3.9	Z	48.3
	12391	Hydraulic valves	14	41 732	2 215	5.3	Z	X
	12392	Pneumatic valves	14	58 857	1 504	2.6	Z	X
	12400	Hydraulic and pneumatic cylinders and rotary actuators	16	56 318	797	1.4	Z	60.4
	12412	Pneumatic cylinders and rotary actuators	11	43 530	643	1.5	Z	X
	12420	Hydraulic and pneumatic connectors and assemblies	32	71 991	5 844	8.1	Z	58.6
	12421	Hydraulic and pneumatic connectors	24	58 781	1 563	2.7	Z	X
	12422	Hydraulic and pneumatic assemblies	13	19 415	4 281	22.1	Z	X
	12430	Other hydraulic and pneumatic accessories and parts	16	22 315	1 328	6.0	Z	X
	12440	Welding supplies, excluding gases	42	86 071	6 641	7.7	Z	X
	12450	Industrial containers and supplies	109	406 452	40 844	10.0	.1	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	749	2 218 471	257 385	11.6	.8	X
	12520	Janitorial equipment and supplies	7	6 907	531	7.7	Z	X
	12700	Sporting and recreational goods and supplies	41	447 620	35 066	7.8	.1	X
	12800	Toys and hobby goods and supplies	12	283 448	41 973	14.8	.1	X
	13150	Miscellaneous durable goods	28	57 380	5 579	9.7	Z	X
	13300	Office paper, office supplies, greeting cards, and labels	14	36 128	5 579	15.4	Z	X
	13400	Paper and plastic products	42	85 539	5 844	6.8	Z	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries	9	28 956	5 579	19.3	Z	26.1
	13515	Vitamins and nutritional supplements	9	28 956	1 191	4.1	Z	X
	14860	Grocery specialties	7	26 565	2 922	11.0	Z	X
	15300	Plastics materials and basic shapes	159	805 184	38 785	4.8	.1	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	313	1 942 094	138 664	7.1	.4	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	39	80 226	1 860	2.3	Z	X
	15800	Farm supplies	58	194 190	24 971	12.9	.1	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	303	1 646 763	105 464	6.4	.3	X
	16100	Books, periodicals, newspapers, and other printed materials	7	285 573	28 425	10.0	.1	X

See footnotes at end of table.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
423710		WHOLESALE TRADE—Con.						
		Hardware merchant wholesalers—Con.						
	16120	Art goods, including novelties and souvenirs	12	33 738	7 704	22.8	Z	X
	19700	Service receipts and labor charges, including installed parts	532	3 126 399	245 383	7.8	.8	56.0
	19701	Labor charges for repair work	385	2 818 424	147 437	5.2	.5	X
	19702	Parts installed in repair work	264	627 579	41 366	6.6	.1	X
	19703	Other service receipts and labor charges	162	404 450	56 580	14.0	.2	X
	19720	Receipts for service contracts	12	36 660	1 328	3.6	Z	X
	19740	Receipts for installing equipment	30	96 431	4 516	4.7	Z	X
	19810	Miscellaneous commodities	348	1 784 948	184 904	10.4	.6	X
	19940	Rental and operating lease receipts	126	371 955	21 489	5.8	.1	X
	19950	Construction receipts	11	15 408	2 656	17.2	Z	X
42372		Plumbing and heating equipment and supplies (hydronics) merchant wholesalers	5 283	X	22 463 196	X	100.0	62.4
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	10	18 785	1 044	5.6	Z	X
	10530	Flooring and floor coverings	33	296 591	88 293	29.8	.4	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	10	30 891	5 009	16.2	Z	X
	10620	Plywood and millwork	113	510 285	31 897	6.3	.1	38.9
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	7	22 408	336	1.5	Z	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard	17	44 591	6 563	14.7	Z	X
	10623	Gypsum, waterboard, and other specialty boards	17	44 929	6 150	13.7	Z	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	52	214 874	12 906	6.0	.1	X
	10625	Metal millwork	45	255 433	5 920	2.3	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	58	309 114	16 281	5.3	.1	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	96	508 024	21 708	4.3	.1	48.3
	10721	Nonwood roofing	12	25 035	1 379	5.5	Z	X
	10723	Insulation materials	94	457 506	20 078	4.4	.1	X
	10740	Other construction products and materials	104	638 891	75 562	11.8	.3	X
	10950	Packaged computer software, including game software and cartridges ..	6	4 383	417	9.5	Z	X
	10960	Restaurant and hotel equipment and supplies	31	49 467	6 053	12.2	Z	X
	11120	Flat iron and steel products	70	360 715	16 182	4.5	.1	X
	11140	Iron and steel wire and wire products	86	272 714	9 265	3.4	Z	29.7
	11142	Nails	86	272 714	9 265	3.4	Z	X
	11150	Iron and steel pipes and tubing	712	3 602 265	214 894	6.0	1.0	X
	11170	Alloy steel	234	979 961	66 387	6.8	.3	X
	11200	Copper and brass	749	3 622 794	249 539	6.9	1.1	X
	11220	Aluminum shapes and forms, including pipes and tubing	125	595 686	22 334	3.7	.1	X
	11400	Electrical apparatus and equipment	307	1 233 116	216 247	17.5	1.0	X
	11500	Electric household appliances, including gas clothes dryers	96	432 067	45 123	10.4	.2	X
	11600	Electronic parts and equipment, excluding communications equipment ..	121	650 288	50 802	7.8	.2	X
	11700	Hardware	724	2 838 892	136 697	4.8	.6	53.3
	11711	Hand tools, including power driven tools	656	2 592 608	88 890	3.4	.4	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	290	957 816	47 288	4.9	.2	X
	11713	Cutlery	16	39 388	519	1.3	Z	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	5 283	22 463 196	19 224 359	85.6	85.6	29.5
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	2 039	9 528 438	1 587 350	16.7	7.1	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	2 370	11 131 034	2 860 173	25.7	12.7	X
	11813	Plumbing fixtures	2 303	11 613 619	5 161 184	44.4	23.0	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	1 664	9 054 231	1 902 245	21.0	8.5	X
	11815	Boilers, radiators, and convectors	1 390	5 862 913	1 337 657	22.8	6.0	X
	11818	Other plumbing and heating equipment and supplies	3 279	13 976 133	6 375 750	45.6	28.4	X
	11900	Forced air heating and air-conditioning equipment and supplies	1 348	5 866 526	1 023 207	17.4	4.6	25.3
	11911	Forced air furnaces	800	3 994 179	320 479	8.0	1.4	X
	11912	Central air-conditioners	679	2 663 095	186 237	7.0	.8	X
	11914	Heat pumps	311	1 731 118	67 582	3.9	.3	X
	11916	Air cleaning and filtration systems	519	2 379 141	60 201	2.5	.3	X
	11917	Compressors for air-conditioners	410	1 526 176	79 077	5.2	.4	X
	11918	Condensing units for air-conditioners	490	2 258 244	94 570	4.2	.4	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	705	3 255 741	215 061	6.6	1.0	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	314	1 586 270	308 297	19.4	1.4	X
	12100	Construction and mining machinery and equipment, including parts and attachments	23	112 917	8 140	7.2	Z	X
	12200	Farm machinery, equipment, and parts	19	73 887	8 350	11.3	Z	X
	12220	Lawn and garden machinery, equipment, and parts	36	174 490	6 053	3.5	Z	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	15	54 685	9 185	16.8	Z	42.2
	12311	Pumps	15	54 685	6 129	11.2	Z	X
	12312	Motors	8	24 119	1 566	6.5	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	104	300 447	35 402	11.8	.2	25.9
	12321	New pumps, compressors, and equipment	74	224 048	18 777	8.4	.1	X
	12326	New controlling, recording, and indicating instruments and accessories	56	151 496	4 076	2.7	Z	X
	12327	Other new general-purpose industrial machinery and equipment	30	81 899	10 981	13.4	Z	X
	12330	Metalworking machinery, equipment, and parts	25	127 319	20 664	16.2	.1	X
	12340	Materials handling machinery, equipment, and parts	17	106 030	11 063	10.4	Z	X
	12350	Oil well, oil refinery, and pipeline machinery, equipment, and supplies ...	8	27 968	2 296	8.2	Z	X
	12360	Other industrial machinery, equipment, and parts	15	54 267	3 757	6.9	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	56	163 010	33 188	20.4	.1	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)	
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—			
						Estab- lishments with the product line	All estab- lishments ²		
42372		WHOLESALE TRADE—Con.							
		Plumbing and heating equipment and supplies (hydronics) merchant wholesalers—Con.							
	12390	Hydraulic and pneumatic valves	12	29 012	5 009	17.3	Z	62.4	
	12391	Hydraulic valves	8	17 868	1 454	8.1	Z	X	
	12392	Pneumatic valves	8	25 916	3 555	13.7	Z	X	
	12420	Hydraulic and pneumatic connectors and assemblies	6	28 595	4 174	14.6	Z	X	
	12430	Other hydraulic and pneumatic accessories and parts	6	24 629	5 009	20.3	Z	X	
	12440	Welding supplies, excluding gases	36	138 172	7 723	5.6	Z	X	
	12450	Industrial containers and supplies	44	492 058	27 224	5.5	.1	X	
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	90	506 145	26 509	5.2	.1	X	
	12520	Janitorial equipment and supplies	6	49 049	10 020	20.4	Z	X	
	12540	Service establishment equipment and supplies, including municipal water treatment equipment	10	32 352	10 020	31.0	Z	62.4	
	12542	Other service establishment equipment and supplies, including municipal water treatment equipment	10	32 352	10 020	31.0	Z	X	
	12700	Sporting and recreational goods and supplies	17	43 622	12 524	28.7	.1	X	
	13160	Fire extinguishers and fire safety equipment	8	10 436	1 461	14.0	Z	X	
	13400	Paper and plastic products	8	38 613	2 296	5.9	Z	43.6	
	13412	Paper dishes, cups, and napkins	8	38 613	574	1.5	Z	X	
	13413	Industrial paper and plastic, including wrapping, bags, and cartons	8	38 613	574	1.5	Z	X	
	13414	Disposable plastic boxes, containers, cups, dishes, and supplies	8	38 613	574	1.5	Z	X	
	13415	Other paper and plastic products	8	38 613	574	1.5	Z	X	
	15300	Plastics materials and basic shapes	611	2 987 034	199 029	6.7	.9	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	127	425 371	29 849	7.0	.1	X	
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	13	72 426	1 461	2.0	Z	X	
	15420	Liquefied petroleum (LP)	10	66 790	835	1.3	Z	X	
	15800	Farm supplies	13	72 634	4 592	6.3	Z	X	
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	56	165 306	6 888	4.2	Z	X	
	19700	Service receipts and labor charges, including installed parts	241	617 146	62 101	10.1	.3	55.3	
	19701	Labor charges for repair work	173	359 647	36 065	10.0	.2	X	
	19702	Parts installed in repair work	115	227 820	18 705	8.2	.1	X	
	19703	Other service receipts and labor charges	68	261 800	7 331	2.8	Z	X	
	19720	Receipts for service contracts	35	57 815	3 340	5.8	Z	X	
	19740	Receipts for installing equipment	44	96 011	8 976	9.3	Z	X	
	19810	Miscellaneous commodities	150	353 561	45 168	12.8	.2	X	
	19940	Rental and operating lease receipts	30	69 883	4 389	6.3	Z	X	
	19950	Construction receipts	8	17 532	417	2.4	Z	X	
	423720		Plumbing and heating equipment and supplies (hydronics) merchant wholesalers	5 283	X	22 463 196	X	100.0	62.4
		10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	10	18 785	1 044	5.6	Z	X
		10530	Flooring and floor coverings	33	296 591	88 293	29.8	.4	X
		10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	10	30 891	5 009	16.2	Z	X
		10620	Plywood and millwork	113	510 285	31 897	6.3	.1	38.9
		10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	7	22 408	336	1.5	Z	X
		10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard	17	44 591	6 563	14.7	Z	X
		10623	Gypsum, waterboard, and other specialty boards	17	44 929	6 150	13.7	Z	X
10624		Wood millwork, including moldings, doors, windows, and cabinets	52	214 874	12 906	6.0	.1	X	
10625		Metal millwork	45	255 433	5 920	2.3	Z	X	
10700		Concrete, cement, sand, gravel, stone, brick, block, and tile	58	309 114	16 281	5.3	.1	X	
10720		Nonwood roofing, nonwood siding, and insulation materials	96	508 024	21 708	4.3	.1	48.3	
10721		Nonwood roofing	12	25 035	1 379	5.5	Z	X	
10723		Insulation materials	94	457 506	20 078	4.4	.1	X	
10740		Other construction products and materials	104	638 891	75 562	11.8	.3	X	
10950		Packaged computer software, including game software and cartridges ..	6	4 383	417	9.5	Z	X	
10960		Restaurant and hotel equipment and supplies	31	49 467	6 053	12.2	Z	X	
11120		Flat iron and steel products	70	360 715	16 182	4.5	.1	X	
11140		Iron and steel wire and wire products	86	272 714	9 265	3.4	Z	29.7	
11142		Nails	86	272 714	9 265	3.4	Z	X	
11150		Iron and steel pipes and tubing	712	3 602 265	214 894	6.0	1.0	X	
11170		Alloy steel	234	979 961	66 387	6.8	.3	X	
11200		Copper and brass	749	3 622 794	249 539	6.9	1.1	X	
11220		Aluminum shapes and forms, including pipes and tubing	125	595 686	22 334	3.7	.1	X	
11400		Electrical apparatus and equipment	307	1 233 116	216 247	17.5	1.0	X	
11500		Electric household appliances, including gas clothes dryers	96	432 067	45 123	10.4	.2	X	
11600		Electronic parts and equipment, excluding communications equipment ..	121	650 288	50 802	7.8	.2	X	
11700		Hardware	724	2 838 892	136 697	4.8	.6	53.3	
11711		Hand tools, including power driven tools	656	2 592 608	88 890	3.4	.4	X	
11712		Bolts, nuts, rivets, and other fasteners, excluding nails	290	957 816	47 288	4.9	.2	X	
11713		Cutlery	16	39 388	519	1.3	Z	X	
11800		Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	5 283	22 463 196	19 224 359	85.6	85.6	29.5	
11811		Plastic pipe fittings and valves, excluding pipes and tubing	2 039	9 528 438	1 587 350	16.7	7.1	X	
11812		Metal pipe fittings and valves, excluding pipes and tubing	2 370	11 131 034	2 860 173	25.7	12.7	X	
11813		Plumbing fixtures	2 303	11 613 619	5 161 184	44.4	23.0	X	
11814		Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	1 664	9 054 231	1 902 245	21.0	8.5	X	
11815		Boilers, radiators, and convectors	1 390	5 862 913	1 337 657	22.8	6.0	X	
11818		Other plumbing and heating equipment and supplies	3 279	13 976 133	6 375 750	45.6	28.4	X	

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
423720		WHOLESALE TRADE—Con.						
		Plumbing and heating equipment and supplies (hydronics) merchant wholesalers—Con.						
	11900	Forced air heating and air-conditioning equipment and supplies	1 348	5 866 526	1 023 207	17.4	4.6	25.3
	11911	Forced air furnaces	800	3 994 179	320 479	8.0	1.4	X
	11912	Central air-conditioners	679	2 663 095	186 237	7.0	.8	X
	11914	Heat pumps	311	1 731 118	67 582	3.9	.3	X
	11916	Air cleaning and filtration systems	519	2 379 141	60 201	2.5	.3	X
	11917	Compressors for air-conditioners	410	1 526 176	79 077	5.2	.4	X
	11918	Condensing units for air-conditioners	490	2 258 244	94 570	4.2	.4	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	705	3 255 741	215 061	6.6	1.0	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	314	1 586 270	308 297	19.4	1.4	X
	12100	Construction and mining machinery and equipment, including parts and attachments	23	112 917	8 140	7.2	Z	X
	12200	Farm machinery, equipment, and parts	19	73 887	8 350	11.3	Z	X
	12220	Lawn and garden machinery, equipment, and parts	36	174 490	6 053	3.5	Z	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	15	54 685	9 185	16.8	Z	42.2
	12311	Pumps	15	54 685	6 129	11.2	Z	X
	12312	Motors	8	24 119	1 566	6.5	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	104	300 447	35 402	11.8	.2	25.9
	12321	New pumps, compressors, and equipment	74	224 048	18 777	8.4	.1	X
	12326	New controlling, recording, and indicating instruments and accessories	56	151 496	4 076	2.7	Z	X
	12327	Other new general-purpose industrial machinery and equipment	30	81 899	10 981	13.4	Z	X
	12330	Metalworking machinery, equipment, and parts	25	127 319	20 664	16.2	.1	X
	12340	Materials handling machinery, equipment, and parts	17	106 030	11 063	10.4	Z	X
	12350	Oil well, oil refinery, and pipeline machinery, equipment, and supplies ...	8	27 968	2 296	8.2	Z	X
	12360	Other industrial machinery, equipment, and parts	15	54 267	3 757	6.9	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	56	163 010	33 188	20.4	.1	X
	12390	Hydraulic and pneumatic valves	12	29 012	5 009	17.3	Z	62.4
	12391	Hydraulic valves	8	17 868	1 454	8.1	Z	X
	12392	Pneumatic valves	8	25 916	3 555	13.7	Z	X
	12420	Hydraulic and pneumatic connectors and assemblies	6	28 595	4 174	14.6	Z	X
	12430	Other hydraulic and pneumatic accessories and parts	6	24 629	5 009	20.3	Z	X
	12440	Welding supplies, excluding gases	36	138 172	7 723	5.6	Z	X
	12450	Industrial containers and supplies	44	492 058	27 224	5.5	.1	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	90	506 145	26 509	5.2	.1	X
	12520	Janitorial equipment and supplies	6	49 049	10 020	20.4	Z	X
	12540	Service establishment equipment and supplies, including municipal water treatment equipment	10	32 352	10 020	31.0	Z	62.4
	12542	Other service establishment equipment and supplies, including municipal water treatment equipment	10	32 352	10 020	31.0	Z	X
	12700	Sporting and recreational goods and supplies	17	43 622	12 524	28.7	.1	X
	13160	Fire extinguishers and fire safety equipment	8	10 436	1 461	14.0	Z	X
	13400	Paper and plastic products	8	38 613	2 296	5.9	Z	43.6
	13412	Paper dishes, cups, and napkins	8	38 613	574	1.5	Z	X
	13413	Industrial paper and plastic, including wrapping, bags, and cartons	8	38 613	574	1.5	Z	X
	13414	Disposable plastic boxes, containers, cups, dishes, and supplies	8	38 613	574	1.5	Z	X
	13415	Other paper and plastic products	8	38 613	574	1.5	Z	X
	15300	Plastics materials and basic shapes	611	2 987 034	199 029	6.7	.9	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	127	425 371	29 849	7.0	.1	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	13	72 426	1 461	2.0	Z	X
	15420	Liquefied petroleum (LP)	10	66 790	835	1.3	Z	X
	15800	Farm supplies	13	72 634	4 592	6.3	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	56	165 306	6 888	4.2	Z	X
	19700	Service receipts and labor charges, including installed parts	241	617 146	62 101	10.1	.3	55.3
	19701	Labor charges for repair work	173	359 647	36 065	10.0	.2	X
	19702	Parts installed in repair work	115	227 820	18 705	8.2	.1	X
	19703	Other service receipts and labor charges	68	261 800	7 331	2.8	Z	X
	19720	Receipts for service contracts	35	57 815	3 340	5.8	Z	X
	19740	Receipts for installing equipment	44	96 011	8 976	9.3	Z	X
	19810	Miscellaneous commodities	150	353 561	45 168	12.8	.2	X
	19940	Rental and operating lease receipts	30	69 883	4 389	6.3	Z	X
	19950	Construction receipts	8	17 532	417	2.4	Z	X
42373		Warm air heating and air-conditioning equipment and supplies merchant wholesalers	5 468	X	23 707 200	X	100.0	74.3
	10530	Flooring and floor coverings	20	105 087	882	.8	Z	X
	10620	Plywood and millwork	95	465 134	33 326	7.2	.1	67.5
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	7	8 577	494	5.8	Z	X
	10623	Gypsum, waterboard, and other specialty boards	43	169 197	9 403	5.6	Z	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	40	273 508	5 304	1.9	Z	X
	10625	Metal millwork	21	122 884	18 101	14.7	.1	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	20	87 102	7 053	8.1	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	108	504 630	69 648	13.8	.3	28.7
	10721	Nonwood roofing	14	71 158	2 624	3.7	Z	X
	10723	Insulation materials	105	500 235	66 597	13.3	.3	X
	10740	Other construction products and materials	107	416 998	42 318	10.1	.2	X
	10950	Packaged computer software, including game software and cartridges ..	9	93 620	887	.9	Z	X
	10960	Restaurant and hotel equipment and supplies	56	150 225	11 285	7.5	Z	X
	11120	Flat iron and steel products	420	2 140 046	142 784	6.7	.6	X
	11140	Iron and steel wire and wire products	85	291 282	4 761	1.6	Z	X
	11150	Iron and steel pipes and tubing	556	1 812 845	58 485	3.2	.2	X

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2002 NAICS code	2002 Product line code	Kind of business and product line¹	Establishments with the product line		Product line sales			Response coverage³ (percent)
			Number	Total sales (\$1,000)	Amount² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments²	
42373		WHOLESALE TRADE—Con.						
		Warm air heating and air-conditioning equipment and supplies merchant wholesalers—Con.						
	11170	Alloy steel	119	465 839	16 574	3.6	.1	X
	11200	Copper and brass	1 780	5 322 792	175 824	3.3	.7	X
	11220	Aluminum shapes and forms, including pipes and tubing	142	549 415	10 403	1.9	Z	X
	11400	Electrical apparatus and equipment	849	2 539 110	131 848	5.2	.6	X
	11500	Electric household appliances, including gas clothes dryers	174	1 472 790	181 243	12.3	.8	X
	11600	Electronic parts and equipment, excluding communications equipment ..	390	1 635 680	111 651	6.8	.5	X
	11700	Hardware	1 733	5 582 077	160 191	2.9	.7	73.0
	11711	Hand tools, including power driven tools	1 653	5 333 761	113 221	2.1	.5	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	668	2 005 940	46 479	2.3	.2	X
	11713	Cutlery	16	44 870	491	1.1	Z	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	2 139	7 385 272	906 496	12.3	3.8	69.0
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	614	2 601 030	80 938	3.1	.3	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	1 055	3 133 991	82 415	2.6	.3	X
	11813	Plumbing fixtures	259	1 342 547	81 313	6.1	.3	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	765	3 380 333	151 739	4.5	.6	X
	11815	Boilers, radiators, and convectors	815	3 338 607	156 525	4.7	.7	X
	11818	Other plumbing and heating equipment and supplies	1 071	4 421 066	353 566	8.0	1.5	X
	11900	Forced air heating and air-conditioning equipment and supplies	5 468	23 707 200	20 227 427	85.3	85.3	64.3
	11911	Forced air furnaces	3 804	18 574 406	3 835 342	20.6	16.2	X
	11912	Central air-conditioners	4 090	19 022 971	6 009 050	31.6	25.3	X
	11914	Heat pumps	3 129	15 313 135	1 584 818	10.3	6.7	X
	11916	Air cleaning and filtration systems	3 251	11 233 777	1 283 125	11.4	5.4	X
	11917	Compressors for air-conditioners	2 818	11 825 644	861 736	7.3	3.6	X
	11918	Condensing units for air-conditioners	2 636	13 382 222	3 165 759	23.7	13.4	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	3 828	14 035 269	3 487 597	24.8	14.7	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	2 270	6 774 278	702 394	10.4	3.0	68.2
	12011	Commercial refrigerators	338	767 446	40 045	5.2	.2	X
	12012	Unit coolers for commercial refrigerators	764	1 899 056	74 019	3.9	.3	X
	12013	Condensing units for commercial refrigerators	1 229	2 800 905	109 662	3.9	.5	X
	12014	Refrigerants	1 849	5 649 914	293 865	5.2	1.2	X
	12015	Other commercial refrigeration equipment and supplies	1 083	3 400 091	184 803	5.4	.8	X
	12320	General-purpose industrial machinery, equipment, and parts	117	366 196	34 858	9.5	.1	X
	12330	Metalworking machinery, equipment, and parts	49	200 124	6 348	3.2	Z	X
	12340	Materials handling machinery, equipment, and parts	15	42 493	1 411	3.3	Z	X
	12360	Other industrial machinery, equipment, and parts	6	8 287	2 997	36.2	Z	X
	12430	Other hydraulic and pneumatic accessories and parts	6	7 053	2 292	32.5	Z	X
	12440	Welding supplies, excluding gases	12	36 851	1 058	2.9	Z	X
	12450	Industrial containers and supplies	241	589 969	5 466	.9	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	668	1 543 691	25 634	1.7	.1	X
	12700	Sporting and recreational goods and supplies	8	20 630	3 703	18.0	Z	X
	15300	Plastics materials and basic shapes	453	1 941 118	27 568	1.4	.1	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	856	1 643 293	39 325	2.4	.2	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	12	16 927	176	1.0	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	38	178 260	1 940	1.1	Z	X
	19700	Service receipts and labor charges, including installed parts	300	1 247 360	127 792	10.2	.5	56.4
	19701	Labor charges for repair work	220	957 840	66 607	7.0	.3	X
	19702	Parts installed in repair work	170	804 571	36 281	4.5	.2	X
	19703	Other service receipts and labor charges	80	329 040	24 904	7.6	.1	X
	19720	Receipts for service contracts	107	732 546	50 418	6.9	.2	X
	19740	Receipts for installing equipment	97	485 282	43 370	8.9	.2	X
	19810	Miscellaneous commodities	382	2 268 184	273 586	12.1	1.2	X
	19940	Rental and operating lease receipts	53	143 952	3 100	2.2	Z	X
	19950	Construction receipts	30	238 030	41 319	17.4	.2	X
423730		Warm air heating and air-conditioning equipment and supplies merchant wholesalers	5 468	X	23 707 200	X	100.0	74.3
	10530	Flooring and floor coverings	20	105 087	882	.8	Z	X
	10620	Plywood and millwork	95	465 134	33 326	7.2	.1	67.5
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	7	8 577	494	5.8	Z	X
	10623	Gypsum, waterboard, and other specialty boards	43	169 197	9 403	5.6	Z	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	40	273 508	5 304	1.9	Z	X
	10625	Metal millwork	21	122 884	18 101	14.7	.1	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	20	87 102	7 053	8.1	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	108	504 630	69 648	13.8	.3	28.7
	10721	Nonwood roofing	14	71 158	2 624	3.7	Z	X
	10723	Insulation materials	105	500 235	66 597	13.3	.3	X
	10740	Other construction products and materials	107	416 998	42 318	10.1	.2	X
	10950	Packaged computer software, including game software and cartridges ..	9	93 620	887	.9	Z	X
	10960	Restaurant and hotel equipment and supplies	56	150 225	11 285	7.5	Z	X
	11120	Flat iron and steel products	420	2 140 046	142 784	6.7	.6	X
	11140	Iron and steel wire and wire products	85	291 282	4 761	1.6	Z	X
	11150	Iron and steel pipes and tubing	556	1 812 845	58 485	3.2	.2	X
	11170	Alloy steel	119	465 839	16 574	3.6	.1	X
	11200	Copper and brass	1 780	5 322 792	175 824	3.3	.7	X
	11220	Aluminum shapes and forms, including pipes and tubing	142	549 415	10 403	1.9	Z	X
	11400	Electrical apparatus and equipment	849	2 539 110	131 848	5.2	.6	X
	11500	Electric household appliances, including gas clothes dryers	174	1 472 790	181 243	12.3	.8	X
	11600	Electronic parts and equipment, excluding communications equipment ..	390	1 635 680	111 651	6.8	.5	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
423730		WHOLESALE TRADE—Con.						
		Warm air heating and air-conditioning equipment and supplies merchant wholesalers—Con.						
	11700	Hardware	1 733	5 582 077	160 191	2.9	.7	73.0
	11711	Hand tools, including power driven tools	1 653	5 333 761	113 221	2.1	.5	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	668	2 005 940	46 479	2.3	.2	X
	11713	Cutlery	16	44 870	491	1.1	Z	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	2 139	7 385 272	906 496	12.3	3.8	69.0
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	614	2 601 030	80 938	3.1	.3	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	1 055	3 133 991	82 415	2.6	.3	X
	11813	Plumbing fixtures	259	1 342 547	81 313	6.1	.3	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric . .	765	3 380 333	151 739	4.5	.6	X
	11815	Boilers, radiators, and convectors	815	3 338 607	156 525	4.7	.7	X
	11818	Other plumbing and heating equipment and supplies	1 071	4 421 066	353 566	8.0	1.5	X
	11900	Forced air heating and air-conditioning equipment and supplies	5 468	23 707 200	20 227 427	85.3	85.3	64.3
	11911	Forced air furnaces	3 804	18 574 406	3 835 342	20.6	16.2	X
	11912	Central air-conditioners	4 090	19 022 971	6 009 050	31.6	25.3	X
	11914	Heat pumps	3 129	15 313 135	1 584 818	10.3	6.7	X
	11916	Air cleaning and filtration systems	3 251	11 233 777	1 283 125	11.4	5.4	X
	11917	Compressors for air-conditioners	2 818	11 825 644	861 736	7.3	3.6	X
	11918	Condensing units for air-conditioners	2 636	13 382 222	3 165 759	23.7	13.4	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	3 828	14 035 269	3 487 597	24.8	14.7	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	2 270	6 774 278	702 394	10.4	3.0	68.2
	12011	Commercial refrigerators	338	767 446	40 045	5.2	.2	X
	12012	Unit coolers for commercial refrigerators	764	1 899 056	74 019	3.9	.3	X
	12013	Condensing units for commercial refrigerators	1 229	2 800 905	109 662	3.9	.5	X
	12014	Refrigerants	1 849	5 649 914	293 865	5.2	1.2	X
	12015	Other commercial refrigeration equipment and supplies	1 083	3 400 091	184 803	5.4	.8	X
	12320	General-purpose industrial machinery, equipment, and parts	117	366 196	34 858	9.5	.1	X
	12330	Metalworking machinery, equipment, and parts	49	200 124	6 348	3.2	Z	X
	12340	Materials handling machinery, equipment, and parts	15	42 493	1 411	3.3	Z	X
	12360	Other industrial machinery, equipment, and parts	6	8 287	2 997	36.2	Z	X
	12430	Other hydraulic and pneumatic accessories and parts	6	7 053	2 292	32.5	Z	X
	12440	Welding supplies, excluding gases	12	36 851	1 058	2.9	Z	X
	12450	Industrial containers and supplies	241	589 969	5 466	.9	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	668	1 543 691	25 634	1.7	.1	X
	12700	Sporting and recreational goods and supplies	8	20 630	3 703	18.0	Z	X
	15300	Plastics materials and basic shapes	453	1 941 118	27 568	1.4	.1	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . .	856	1 643 293	39 325	2.4	.2	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	12	16 927	1 176	1.0	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	38	178 260	1 940	1.1	Z	X
	19700	Service receipts and labor charges, including installed parts	300	1 247 360	127 792	10.2	.5	56.4
	19701	Labor charges for repair work	220	957 840	66 607	7.0	.3	X
	19702	Parts installed in repair work	170	804 571	36 281	4.5	.2	X
	19703	Other service receipts and labor charges	80	329 040	24 904	7.6	.1	X
	19720	Receipts for service contracts	107	732 546	50 418	6.9	.2	X
	19740	Receipts for installing equipment	97	485 282	43 370	8.9	.2	X
	19810	Miscellaneous commodities	382	2 268 184	273 586	12.1	1.2	X
	19940	Rental and operating lease receipts	53	143 952	3 100	2.2	Z	X
	19950	Construction receipts	30	238 030	41 319	17.4	.2	X
42374		Refrigeration equipment and supplies merchant wholesalers	1 386	X	5 041 773	X	100.0	71.5
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	8	20 307	3 141	15.5	.1	X
	10620	Plywood and millwork	14	40 880	3 230	7.9	.1	71.5
	10624	Wood millwork, including moldings, doors, windows, and cabinets . . .	9	37 168	1 198	3.2	Z	X
	10625	Metal millwork	8	29 978	2 018	6.7	Z	X
	10960	Restaurant and hotel equipment and supplies	147	620 813	80 785	13.0	1.6	X
	10970	Store machines and equipment	25	60 081	12 565	20.9	.2	X
	11140	Iron and steel wire and wire products	20	48 932	1 416	2.9	Z	X
	11150	Iron and steel pipes and tubing	25	50 923	4 867	9.6	.1	X
	11170	Alloy steel	6	23 714	2 168	9.1	Z	X
	11200	Copper and brass	552	1 077 860	78 388	7.3	1.6	X
	11220	Aluminum shapes and forms, including pipes and tubing	14	20 086	1 283	6.4	Z	X
	11400	Electrical apparatus and equipment	374	835 832	54 992	6.6	1.1	X
	11500	Electric household appliances, including gas clothes dryers	15	41 677	6 105	14.6	.1	30.8
	11514	Electric household ranges and ovens	8	40 925	340	.8	Z	X
	11515	Household refrigerators and freezers	8	40 925	5 092	12.4	.1	X
	11516	Electric household washing machines and dryers, including gas clothes dryers	8	40 925	366	.9	Z	X
	11518	Other electric household appliances, including dishwashers, toasters and fans	15	41 677	307	.7	Z	X
	11600	Electronic parts and equipment, excluding communications equipment . .	366	675 541	34 641	5.1	.7	X
	11700	Hardware	226	477 245	10 751	2.3	.2	69.6
	11711	Hand tools, including power driven tools	211	446 377	7 991	1.8	.2	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	29	86 300	2 636	3.1	.1	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	560	1 279 562	155 089	12.1	3.1	65.9
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	40	103 876	1 686	1.6	Z	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	404	813 996	44 766	5.5	.9	X
	11813	Plumbing fixtures	12	48 210	1 473	3.1	Z	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric . .	145	333 532	11 889	3.6	.2	X
	11815	Boilers, radiators, and convectors	129	396 853	48 785	12.3	1.0	X
	11818	Other plumbing and heating equipment and supplies	401	833 748	46 490	5.6	.9	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)	
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—			
						Estab- lishments with the product line	All estab- lishments ²		
42374		WHOLESALE TRADE—Con.							
		Refrigeration equipment and supplies merchant wholesalers—Con.							
	11900	Forced air heating and air-conditioning equipment and supplies	700	1 495 953	352 763	23.6	7.0	63.2	
	11911	Forced air furnaces	244	559 558	19 886	3.6	.4	X	
	11912	Central air-conditioners	624	1 294 972	115 381	8.9	2.3	X	
	11914	Heat pumps	226	502 395	15 452	3.1	.3	X	
	11916	Air cleaning and filtration systems	235	533 121	14 356	2.7	.3	X	
	11917	Compressors for air-conditioners	655	1 395 751	147 070	10.5	2.9	X	
	11918	Condensing units for air-conditioners	218	535 875	18 975	3.5	.4	X	
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	127	367 516	21 643	5.9	.4	X	
	12000	Refrigeration equipment and supplies, including commercial refrigerators	1 386	5 041 773	3 834 243	76.0	76.0	60.7	
	12011	Commercial refrigerators	303	1 445 535	843 192	58.3	16.7	X	
	12012	Unit coolers for commercial refrigerators	452	1 169 838	178 454	15.3	3.5	X	
	12013	Condensing units for commercial refrigerators	495	1 210 788	128 690	10.6	2.6	X	
	12014	Refrigerants	883	2 108 237	428 234	20.3	8.5	X	
	12015	Other commercial refrigeration equipment and supplies	1 271	4 120 216	2 255 673	54.7	44.7	X	
	12320	General-purpose industrial machinery, equipment, and parts	343	755 753	92 907	12.3	1.8	X	
	12440	Welding supplies, excluding gases	6	6 813	88	1.3	Z	X	
	12450	Industrial containers and supplies	6	17 299	1 150	6.6	Z	X	
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	8	22 077	442	2.0	Z	X	
	12520	Janitorial equipment and supplies	12	46 012	4 999	10.9	.1	X	
	13400	Paper and plastic products	11	27 342	3 008	11.0	.1	X	
	15300	Plastics materials and basic shapes	29	62 117	4 911	7.9	.1	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . .	51	102 864	3 628	3.5	.1	X	
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	6	18 095	531	2.9	Z	38.3	
	15412	Motor gasoline	6	18 095	500	2.8	Z	X	
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	8	6 636	177	2.7	Z	58.1	
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers	8	6 636	167	2.5	Z	X	
	19700	Service receipts and labor charges, including installed parts	228	903 181	167 339	18.5	3.3	68.6	
	19701	Labor charges for repair work	195	832 926	87 140	10.5	1.7	X	
	19702	Parts installed in repair work	165	707 120	69 896	9.9	1.4	X	
	19703	Other service receipts and labor charges	34	187 257	10 303	5.5	.2	X	
	19720	Receipts for service contracts	44	366 310	20 992	5.7	.4	X	
	19740	Receipts for installing equipment	94	507 835	65 534	12.9	1.3	X	
	19810	Miscellaneous commodities	59	111 801	11 149	10.0	.2	X	
	19940	Rental and operating lease receipts	37	202 322	10 353	5.1	.2	X	
	19950	Construction receipts	6	20 661	973	4.7	Z	X	
	423740		Refrigeration equipment and supplies merchant wholesalers	1 386	X	5 041 773	X	100.0	71.5
		10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	8	20 307	3 141	15.5	.1	X
		10620	Plywood and millwork	14	40 880	3 230	7.9	.1	71.5
		10624	Wood millwork, including moldings, doors, windows, and cabinets	9	37 168	1 198	3.2	Z	X
		10625	Metal millwork	8	29 978	2 018	6.7	Z	X
		10960	Restaurant and hotel equipment and supplies	147	620 813	80 785	13.0	1.6	X
10970		Store machines and equipment	25	60 081	12 565	20.9	.2	X	
11140		Iron and steel wire and wire products	20	48 932	1 416	2.9	Z	X	
11150		Iron and steel pipes and tubing	25	50 923	4 867	9.6	.1	X	
11170		Alloy steel	6	23 714	2 168	9.1	Z	X	
11200		Copper and brass	552	1 077 860	78 388	7.3	1.6	X	
11220		Aluminum shapes and forms, including pipes and tubing	14	20 086	1 283	6.4	Z	X	
11400		Electrical apparatus and equipment	374	835 832	54 992	6.6	1.1	X	
11500		Electric household appliances, including gas clothes dryers	15	41 677	6 105	14.6	.1	30.8	
11514		Electric household ranges and ovens	8	40 925	340	.8	Z	X	
11515		Household refrigerators and freezers	8	40 925	5 092	12.4	.1	X	
11516		Electric household washing machines and dryers, including gas clothes dryers	8	40 925	366	.9	Z	X	
11518		Other electric household appliances, including dishwashers, toasters and fans	15	41 677	307	.7	Z	X	
11600		Electronic parts and equipment, excluding communications equipment . .	366	675 541	34 641	5.1	.7	X	
11700		Hardware	226	477 245	10 751	2.3	.2	69.6	
11711		Hand tools, including power driven tools	211	446 377	7 991	1.8	.2	X	
11712		Bolts, nuts, rivets, and other fasteners, excluding nails	29	86 300	2 636	3.1	.1	X	
11800		Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	560	1 279 562	155 089	12.1	3.1	65.9	
11811		Plastic pipe fittings and valves, excluding pipes and tubing	40	103 876	1 686	1.6	Z	X	
11812		Metal pipe fittings and valves, excluding pipes and tubing	404	813 996	44 766	5.5	.9	X	
11813		Plumbing fixtures	12	48 210	1 473	3.1	Z	X	
11814		Hydronic and gas furnaces, stoves, water heaters, excluding electric . .	145	333 532	11 889	3.6	.2	X	
11815		Boilers, radiators, and convectors	129	396 853	48 785	12.3	1.0	X	
11818		Other plumbing and heating equipment and supplies	401	833 748	46 490	5.6	.9	X	
11900		Forced air heating and air-conditioning equipment and supplies	700	1 495 953	352 763	23.6	7.0	63.2	
11911		Forced air furnaces	244	559 558	19 886	3.6	.4	X	
11912		Central air-conditioners	624	1 294 972	115 381	8.9	2.3	X	
11914		Heat pumps	226	502 395	15 452	3.1	.3	X	
11916		Air cleaning and filtration systems	235	533 121	14 356	2.7	.3	X	
11917		Compressors for air-conditioners	655	1 395 751	147 070	10.5	2.9	X	
11918		Condensing units for air-conditioners	218	535 875	18 975	3.5	.4	X	
11919		Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	127	367 516	21 643	5.9	.4	X	

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)	
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—			
						Estab- lishments with the product line	All estab- lishments ²		
423740		WHOLESALE TRADE—Con.							
		Refrigeration equipment and supplies merchant wholesalers—Con.							
	12000	Refrigeration equipment and supplies, including commercial refrigerators	1 386	5 041 773	3 834 243	76.0	76.0	60.7	
	12011	Commercial refrigerators	303	1 445 535	843 192	58.3	16.7	X	
	12012	Unit coolers for commercial refrigerators	452	1 169 838	178 454	15.3	3.5	X	
	12013	Condensing units for commercial refrigerators	495	1 210 788	128 690	10.6	2.6	X	
	12014	Refrigerants	883	2 108 237	428 234	20.3	8.5	X	
	12015	Other commercial refrigeration equipment and supplies	1 271	4 120 216	2 255 673	54.7	44.7	X	
	12320	General-purpose industrial machinery, equipment, and parts	343	755 753	92 907	12.3	1.8	X	
	12440	Welding supplies, excluding gases	6	6 813	88	1.3	Z	X	
	12450	Industrial containers and supplies	6	17 299	1 150	6.6	Z	X	
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	8	22 077	442	2.0	Z	X	
	12520	Janitorial equipment and supplies	12	46 012	4 999	10.9	.1	X	
	13400	Paper and plastic products	11	27 342	3 008	11.0	.1	X	
	15300	Plastics materials and basic shapes	29	62 117	4 911	7.9	.1	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . .	51	102 864	3 628	3.5	.1	X	
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	6	18 095	531	2.9	Z	38.3	
	15412	Motor gasoline	6	18 095	500	2.8	Z	X	
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	8	6 636	177	2.7	Z	58.1	
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers	8	6 636	167	2.5	Z	X	
	19700	Service receipts and labor charges, including installed parts	228	903 181	167 339	18.5	3.3	68.6	
	19701	Labor charges for repair work	195	832 926	87 140	10.5	1.7	X	
	19702	Parts installed in repair work	165	707 120	69 896	9.9	1.4	X	
	19703	Other service receipts and labor charges	34	187 257	10 303	5.5	.2	X	
	19720	Receipts for service contracts	44	366 310	20 992	5.7	.4	X	
	19740	Receipts for installing equipment	94	507 835	65 534	12.9	1.3	X	
	19810	Miscellaneous commodities	59	111 801	11 149	10.0	.2	X	
	19940	Rental and operating lease receipts	37	202 322	10 353	5.1	.2	X	
	19950	Construction receipts	6	20 661	973	4.7	Z	X	
			MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES						
	42361		Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers	12 419	X	56 522 865	X	100.0	66.9
		10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	42	335 181	63 307	18.9	.1	X
		10400	Household and lawn furniture	7	24 305	6 783	27.9	Z	X
		10520	Linens, domestics, curtains, and draperies	23	131 133	14 696	11.2	Z	64.8
		10523	Shades and blinds	23	131 133	14 696	11.2	Z	X
		10530	Flooring and floor coverings	24	129 437	3 391	2.6	Z	60.1
10531		Rugs and carpeting	24	129 437	3 391	2.6	Z	X	
10540		Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	23	35 609	6 218	17.5	Z	29.3	
10542		Mirrors, lamps, and picture frames	9	24 527	5 264	21.5	Z	X	
10543		Other home furnishings	14	11 082	954	8.6	Z	X	
10600		Rough, dressed, and finished dimensional lumber	9	87 045	1 130	1.3	Z	X	
10620		Plywood and millwork	44	172 960	22 609	13.1	Z	45.6	
10623		Gypsum, waterboard, and other specialty boards	35	170 808	2 011	1.2	Z	X	
10624		Wood millwork, including moldings, doors, windows, and cabinets	44	172 960	2 489	1.4	Z	X	
10626		Trusses, wood siding, and wood shingles	35	170 808	18 109	10.6	Z	X	
10700		Concrete, cement, sand, gravel, stone, brick, block, and tile	9	28 261	5 652	20.0	Z	42.9	
10714		Brick, block, tile, and clay or cement sewer pipe	9	28 261	5 652	20.0	Z	X	
10720		Nonwood roofing, nonwood siding, and insulation materials	9	20 913	1 696	8.1	Z	26.0	
10723		Insulation materials	9	20 913	1 696	8.1	Z	X	
10740		Other construction products and materials	28	172 960	36 175	20.9	.1	26.7	
10744		Other construction materials, including house wraps, vapor barriers, and construction papers	28	172 960	36 175	20.9	.1	X	
10800		Photographic equipment and supplies	16	33 914	7 348	21.7	Z	X	
10900		Office equipment, excluding computers	44	158 829	4 522	2.8	Z	X	
10920		New computer equipment	345	1 859 602	180 310	9.7	.3	X	
10950		Packaged computer software, including game software and cartridges . .	147	858 582	33 914	4.0	.1	X	
11000		Medical, hospital, and surgical supplies	9	109 654	23 740	21.7	Z	66.9	
11011		Surgical and medical instruments and equipment	9	109 654	23 740	21.7	Z	X	
11050		Miscellaneous professional equipment and supplies	16	26 566	2 261	8.5	Z	66.9	
11053		Engineers' equipment and supplies	11	19 272	815	4.2	Z	X	
11120		Flat iron and steel products	10	20 913	2 826	13.5	Z	X	
11140		Iron and steel wire and wire products	21	195 569	17 522	9.0	Z	50.6	
11143		Wire rope, strand, strapping, reinforcement mesh, and bale ties	11	5 894	481	8.2	Z	X	
11150		Iron and steel pipes and tubing	17	893 061	15 261	1.7	Z	56.9	
11152		Tubing	17	893 061	1 192	.1	Z	X	
11153		Standard steel pipes	11	891 730	13 044	1.5	Z	X	
11154		Other steel pipes	6	887 774	1 025	.1	Z	X	
11170	Alloy steel	9	17 522	1 130	6.4	Z	X		
11200	Copper and brass	19	60 479	5 087	8.4	Z	X		
11220	Aluminum shapes and forms, including pipes and tubing	10	775 494	1 696	.2	Z	X		

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
42361		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers—Con.						
	11400	Electrical apparatus and equipment	12 419	56 522 865	52 217 483	92.4	92.4	45.3
	11411	Power and distribution transformers	4 837	27 356 501	2 884 464	10.5	5.1	X
	11412	Switchgear and switchboard apparatus	4 607	28 610 744	3 941 337	13.8	7.0	X
	11413	Motors and generators, including motor-generator sets	3 275	19 709 523	3 687 562	18.7	6.5	X
	11414	Conduit, raceway, and fittings	4 315	27 626 681	3 669 286	13.3	6.5	X
	11415	Electric light bulbs	4 676	27 206 716	3 292 280	12.1	5.8	X
	11416	Interior wiring, excluding conduit	4 583	29 165 798	4 186 756	14.4	7.4	X
	11417	Exterior wiring and cable, excluding conduit	4 087	24 711 797	3 039 549	12.3	5.4	X
	11418	Lighting fixtures	5 280	30 955 877	7 808 002	25.2	13.8	X
	11419	Industrial controls	6 458	31 575 368	9 529 073	30.2	16.9	X
	11421	Other electrical apparatus and equipment, including fuses and lightning rods	6 496	34 718 039	10 179 174	29.3	18.0	X
	11500	Electric household appliances, including gas clothes dryers	181	1 157 023	170 701	14.8	.3	60.9
	11511	Televisions	31	243 935	18 746	7.7	Z	X
	11512	Radios, stereos, tape players, and CD players	25	33 253	3 257	9.8	Z	X
	11513	VCRs, video cameras, digital video disc (DVD) players, and electronic DVD-based game consoles	29	57 816	3 079	5.3	Z	X
	11514	Electric household ranges and ovens	16	18 246	2 250	12.3	Z	X
	11515	Household refrigerators and freezers	16	27 722	1 362	4.9	Z	X
	11516	Electric household washing machines and dryers, including gas clothes dryers	13	59 286	5 015	8.5	Z	X
	11517	Household vacuum cleaners and sewing machines	16	44 418	4 471	10.1	Z	X
	11518	Other electric household appliances, including dishwashers, toasters and fans	103	776 085	132 521	17.1	.2	X
	11600	Electronic parts and equipment, excluding communications equipment ..	918	6 092 034	433 534	7.1	.8	63.4
	11612	Integrated circuits	142	491 932	19 413	3.9	Z	X
	11613	Capacitors and resistors	218	941 707	41 571	4.4	.1	X
	11615	Semiconductors	122	384 895	17 697	4.6	Z	X
	11616	Electronic connectors and other passive electronic parts	578	4 784 257	185 050	3.9	.3	X
	11618	Other electronic parts and equipment	440	1 549 753	169 803	11.0	.3	X
	11650	Communications equipment and supplies	844	7 621 543	1 200 558	15.8	2.1	57.7
	11651	Telephones	424	5 384 620	124 870	2.3	.2	X
	11652	Other communications equipment	807	7 413 322	1 075 688	14.5	1.9	X
	11700	Hardware	872	5 187 669	336 879	6.5	.6	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	314	2 678 053	149 788	5.6	.3	X
	11900	Forced air heating and air-conditioning equipment and supplies	508	4 580 048	91 003	2.0	.2	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	70	214 222	16 957	7.9	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments	10	107 393	11 870	11.1	Z	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	10	24 305	1 130	4.6	Z	60.0
	12312	Motors	8	4 917	600	12.2	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	445	2 314 046	246 442	10.7	.4	X
	12340	Materials handling machinery, equipment, and parts	98	248 135	30 522	12.3	.1	X
	12360	Other industrial machinery, equipment, and parts	17	56 523	9 609	17.0	Z	X
	12370	Mechanical power transmission supplies	21	70 654	23 740	33.6	Z	33.7
	12371	Bearings and bushings	19	62 147	12 528	20.2	Z	X
	12372	Other mechanical power transmission supplies	16	40 668	11 212	27.6	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	19	54 827	13 000	23.7	Z	X
	12390	Hydraulic and pneumatic valves	19	32 218	2 826	8.8	Z	66.3
	12391	Hydraulic valves	13	26 544	1 722	6.5	Z	X
	12392	Pneumatic valves	11	11 327	1 104	9.7	Z	X
	12400	Hydraulic and pneumatic cylinders and rotary actuators	10	14 696	565	3.8	Z	66.9
	12412	Pneumatic cylinders and rotary actuators	10	14 696	521	3.5	Z	X
	12440	Welding supplies, excluding gases	10	46 914	9 044	19.3	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	37	65 567	4 522	6.9	Z	X
	12520	Janitorial equipment and supplies	9	8 478	2 826	33.3	Z	X
	12700	Sporting and recreational goods and supplies	10	79 132	18 653	23.6	Z	X
13150	Miscellaneous durable goods	23	209 135	19 218	9.2	Z	X	
13160	Fire extinguishers and fire safety equipment	7	15 826	1 130	7.1	Z	X	
13300	Office paper, office supplies, greeting cards, and labels	19	71 784	9 044	12.6	Z	X	
13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries	10	23 174	3 391	14.6	Z	X	
13900	Women's, misses', and girls' wear	7	28 827	2 826	9.8	Z	X	
15300	Plastics materials and basic shapes	17	44 088	3 957	9.0	Z	X	
15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	40	91 567	11 870	13.0	Z	X	
15800	Farm supplies	7	39 001	10 174	26.1	Z	X	
16000	Paint, paint supplies, wallpaper, and wallpaper supplies	14	6 783	1 130	16.7	Z	33.5	
16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers	14	6 783	491	7.2	Z	X	
16014	Paint supplies	9	6 340	613	9.7	Z	X	
16120	Art goods, including novelties and souvenirs	12	168 438	66 698	39.6	.1	65.2	
16122	Novelties and souvenirs	10	167 288	66 092	39.5	.1	X	
19700	Service receipts and labor charges, including installed parts	1 047	4 762 617	497 406	10.4	.9	60.8	
19701	Labor charges for repair work	846	3 168 617	267 764	8.5	.5	X	
19702	Parts installed in repair work	581	2 214 284	113 020	5.1	.2	X	
19703	Other service receipts and labor charges	232	1 646 865	116 622	7.1	.2	X	
19720	Receipts for service contracts	249	937 714	54 263	5.8	.1	X	
19740	Receipts for installing equipment	244	1 136 110	85 916	7.6	.2	X	
19810	Miscellaneous commodities	619	5 065 014	172 397	3.4	.3	X	

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
42361		Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers—Con.						
	19940	Rental and operating lease receipts	173	557 881	32 218	5.8	.1	X
	19960	Custom computer software	7	5 652	565	10.0	Z	X
423610		Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers	12 419	X	56 522 865	X	100.0	66.9
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	42	335 181	63 307	18.9	.1	X
	10400	Household and lawn furniture	7	24 305	6 783	27.9	Z	X
	10520	Linens, domestics, curtains, and draperies	23	131 133	14 696	11.2	Z	64.8
	10523	Shades and blinds	23	131 133	14 696	11.2	Z	X
	10530	Flooring and floor coverings	24	129 437	3 391	2.6	Z	60.1
	10531	Rugs and carpeting	24	129 437	3 391	2.6	Z	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	23	35 609	6 218	17.5	Z	29.3
	10542	Mirrors, lamps, and picture frames	9	24 527	5 264	21.5	Z	X
	10543	Other home furnishings	14	11 082	954	8.6	Z	X
	10600	Rough, dressed, and finished dimensional lumber	9	87 045	1 130	1.3	Z	X
	10620	Plywood and millwork	44	172 960	22 609	13.1	Z	45.6
	10623	Gypsum, waterboard, and other specialty boards	35	170 808	2 011	1.2	Z	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	44	172 960	2 489	1.4	Z	X
	10626	Trusses, wood siding, and wood shingles	35	170 808	18 109	10.6	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	9	28 261	5 652	20.0	Z	42.9
	10714	Brick, block, tile, and clay or cement sewer pipe	9	28 261	5 652	20.0	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	9	20 913	1 696	8.1	Z	26.0
	10723	Insulation materials	9	20 913	1 696	8.1	Z	X
	10740	Other construction products and materials	28	172 960	36 175	20.9	.1	26.7
	10744	Other construction materials, including house wraps, vapor barriers, and construction papers	28	172 960	36 175	20.9	.1	X
	10800	Photographic equipment and supplies	16	33 914	7 348	21.7	Z	X
	10900	Office equipment, excluding computers	44	158 829	4 522	2.8	Z	X
	10920	New computer equipment	345	1 859 602	180 310	9.7	.3	X
	10950	Packaged computer software, including game software and cartridges ..	147	858 582	33 914	4.0	.1	X
	11000	Medical, hospital, and surgical supplies	9	109 654	23 740	21.7	Z	66.9
	11011	Surgical and medical instruments and equipment	9	109 654	23 740	21.7	Z	X
	11050	Miscellaneous professional equipment and supplies	16	26 566	2 261	8.5	Z	66.9
	11053	Engineers' equipment and supplies	11	19 272	815	4.2	Z	X
	11120	Flat iron and steel products	10	20 913	2 826	13.5	Z	X
	11140	Iron and steel wire and wire products	21	195 569	17 522	9.0	Z	50.6
	11143	Wire rope, strand, strapping, reinforcement mesh, and bale ties	11	5 894	481	8.2	Z	X
	11150	Iron and steel pipes and tubing	17	893 061	15 261	1.7	Z	56.9
	11152	Tubing	17	893 061	1 192	.1	Z	X
	11153	Standard steel pipes	11	891 730	13 044	1.5	Z	X
	11154	Other steel pipes	6	887 774	1 025	.1	Z	X
	11170	Alloy steel	9	17 522	1 130	6.4	Z	X
	11200	Copper and brass	19	60 479	5 087	8.4	Z	X
	11220	Aluminum shapes and forms, including pipes and tubing	10	775 494	1 696	.2	Z	X
	11400	Electrical apparatus and equipment	12 419	56 522 865	52 217 483	92.4	92.4	45.3
	11411	Power and distribution transformers	4 837	27 356 501	2 884 464	10.5	5.1	X
	11412	Switchgear and switchboard apparatus	4 607	28 610 744	3 941 337	13.8	7.0	X
	11413	Motors and generators, including motor-generator sets	3 275	19 709 523	3 687 562	18.7	6.5	X
	11414	Conduit, raceway, and fittings	4 315	27 626 681	3 669 286	13.3	6.5	X
	11415	Electric light bulbs	4 676	27 206 716	3 292 280	12.1	5.8	X
	11416	Interior wiring, excluding conduit	4 583	29 165 798	4 186 756	14.4	7.4	X
	11417	Exterior wiring and cable, excluding conduit	4 087	24 711 797	3 039 549	12.3	5.4	X
	11418	Lighting fixtures	5 280	30 955 877	7 808 002	25.2	13.8	X
	11419	Industrial controls	6 458	31 575 368	9 529 073	30.2	16.9	X
	11421	Other electrical apparatus and equipment, including fuses and lightning rods	6 496	34 718 039	10 179 174	29.3	18.0	X
	11500	Electric household appliances, including gas clothes dryers	181	1 157 023	170 701	14.8	.3	60.9
	11511	Televisions	31	243 935	18 746	7.7	Z	X
	11512	Radios, stereos, tape players, and CD players	25	33 253	3 257	9.8	Z	X
	11513	VCRs, video cameras, digital video disc (DVD) players, and electronic DVD-based game consoles	29	57 816	3 079	5.3	Z	X
	11514	Electric household ranges and ovens	16	18 246	2 250	12.3	Z	X
	11515	Household refrigerators and freezers	16	27 722	1 362	4.9	Z	X
	11516	Electric household washing machines and dryers, including gas clothes dryers	13	59 286	5 015	8.5	Z	X
	11517	Household vacuum cleaners and sewing machines	16	44 418	4 471	10.1	Z	X
	11518	Other electric household appliances, including dishwashers, toasters and fans	103	776 085	132 521	17.1	.2	X
	11600	Electronic parts and equipment, excluding communications equipment ..	918	6 092 034	433 534	7.1	.8	63.4
	11612	Integrated circuits	142	491 932	19 413	3.9	Z	X
	11613	Capacitors and resistors	218	941 707	41 571	4.4	.1	X
	11615	Semiconductors	122	384 895	17 697	4.6	Z	X
	11616	Electronic connectors and other passive electronic parts	578	4 784 257	185 050	3.9	.3	X
	11618	Other electronic parts and equipment	440	1 549 753	169 803	11.0	.3	X
	11650	Communications equipment and supplies	844	7 621 543	1 200 558	15.8	2.1	57.7
	11651	Telephones	424	5 384 620	124 870	2.3	.2	X
	11652	Other communications equipment	807	7 413 322	1 075 688	14.5	1.9	X

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			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
423610		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers—Con.						
	11700	Hardware	872	5 187 669	336 879	6.5	.6	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	314	2 678 053	149 788	5.6	.3	X
	11900	Forced air heating and air-conditioning equipment and supplies	508	4 580 048	91 003	2.0	.2	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	70	214 222	16 957	7.9	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments	10	107 393	11 870	11.1	Z	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	10	24 305	1 130	4.6	Z	60.0
	12312	Motors	8	4 917	600	12.2	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	445	2 314 046	246 442	10.7	.4	X
	12340	Materials handling machinery, equipment, and parts	98	248 135	30 522	12.3	.1	X
	12360	Other industrial machinery, equipment, and parts	17	56 523	9 609	17.0	Z	X
	12370	Mechanical power transmission supplies	21	70 654	23 740	33.6	Z	33.7
	12371	Bearings and bushings	19	62 147	12 528	20.2	Z	X
	12372	Other mechanical power transmission supplies	16	40 668	11 212	27.6	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	19	54 827	13 000	23.7	Z	X
	12390	Hydraulic and pneumatic valves	19	32 218	2 826	8.8	Z	66.3
	12391	Hydraulic valves	13	26 544	1 722	6.5	Z	X
	12392	Pneumatic valves	11	11 327	1 104	9.7	Z	X
	12400	Hydraulic and pneumatic cylinders and rotary actuators	10	14 696	565	3.8	Z	66.9
	12412	Pneumatic cylinders and rotary actuators	10	14 696	521	3.5	Z	X
	12440	Welding supplies, excluding gases	10	46 914	9 044	19.3	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	37	65 567	4 522	6.9	Z	X
	12520	Janitorial equipment and supplies	9	8 478	2 826	33.3	Z	X
	12700	Sporting and recreational goods and supplies	10	79 132	18 653	23.6	Z	X
	13150	Miscellaneous durable goods	23	209 135	19 218	9.2	Z	X
	13160	Fire extinguishers and fire safety equipment	7	15 826	1 130	7.1	Z	X
	13300	Office paper, office supplies, greeting cards, and labels	19	71 784	9 044	12.6	Z	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries	10	23 174	3 391	14.6	Z	X
	13900	Women's, misses', and girls' wear	7	28 827	2 826	9.8	Z	X
	15300	Plastics materials and basic shapes	17	44 088	3 957	9.0	Z	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . .	40	91 567	11 870	13.0	Z	X
	15800	Farm supplies	7	39 001	10 174	26.1	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	14	6 783	1 130	16.7	Z	33.5
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers	14	6 783	491	7.2	Z	X
	16014	Paint supplies	9	6 340	613	9.7	Z	X
	16120	Art goods, including novelties and souvenirs	12	168 438	66 698	39.6	.1	65.2
	16122	Novelties and souvenirs	10	167 288	66 092	39.5	.1	X
	19700	Service receipts and labor charges, including installed parts	1 047	4 762 617	497 406	10.4	.9	60.8
	19701	Labor charges for repair work	846	3 168 617	267 764	8.5	.5	X
	19702	Parts installed in repair work	581	2 214 284	113 020	5.1	.2	X
	19703	Other service receipts and labor charges	232	1 646 865	116 622	7.1	.2	X
	19720	Receipts for service contracts	249	937 714	54 263	5.8	.1	X
	19740	Receipts for installing equipment	244	1 136 110	85 916	7.6	.2	X
	19810	Miscellaneous commodities	619	5 065 014	172 397	3.4	.3	X
	19940	Rental and operating lease receipts	173	557 881	32 218	5.8	.1	X
	19960	Custom computer software	7	5 652	565	10.0	Z	X
4237		Hardware, and plumbing and heating equipment and supplies merchant wholesalers	18 327	X	69 493 275	X	100.0	65.7
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	109	679 974	127 935	18.8	.2	X
	10400	Household and lawn furniture	12	102 775	5 379	5.2	Z	X
	10420	Office and business furniture	7	14 345	2 391	16.7	Z	31.8
	10421	New wooden and metal office furniture	7	14 345	2 391	16.7	Z	X
	10500	Household china, glassware, crockery, and plastic housewares, excluding paper dishes, cups, napkins, and plastic utensils	7	10 892	1 860	17.1	Z	X
	10520	Linens, domestics, curtains, and draperies	24	62 571	4 489	7.2	Z	53.9
	10522	Curtains and draperies	8	19 784	2 825	14.3	Z	X
	10523	Shades and blinds	7	23 446	681	2.9	Z	X
	10530	Flooring and floor coverings	81	514 048	97 941	19.1	.1	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	82	692 477	68 453	9.9	.1	X
	10600	Rough, dressed, and finished dimensional lumber	27	2 985 505	717 356	24.0	1.0	X
	10620	Plywood and millwork	438	2 478 926	344 733	13.9	.5	57.8
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	44	263 808	24 262	9.2	Z	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard	114	948 928	87 122	9.2	.1	X
	10623	Gypsum, waterboard, and other specialty boards	117	755 101	67 245	8.9	.1	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	223	1 331 645	130 339	9.8	.2	X
	10625	Metal millwork	90	457 753	35 693	7.8	.1	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	140	754 753	30 418	4.0	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	254	1 706 486	183 272	10.7	.3	36.7
	10721	Nonwood roofing	73	785 513	79 874	10.2	.1	X
	10722	Nonwood siding	20	332 373	2 294	.7	Z	X
	10723	Insulation materials	232	1 449 835	101 104	7.0	.1	X
	10730	Flat glass and other construction glass	23	96 962	6 793	7.0	Z	X

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Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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						Estab- lishments with the product line	All estab- lishments ²	
4237		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Hardware, and plumbing and heating equipment and supplies merchant wholesalers—Con.						
	10740	Other construction products and materials	484	2 794 469	319 243	11.4	.5	X
	10900	Office equipment, excluding computers	7	27 457	2 922	10.6	Z	X
	10920	New computer equipment	12	12 445	310	2.5	Z	X
	10950	Packaged computer software, including game software and cartridges ..	24	47 889	1 166	2.4	Z	X
	10960	Restaurant and hotel equipment and supplies	250	845 210	100 248	11.9	.1	X
	10970	Store machines and equipment	36	99 638	15 130	15.2	Z	X
	11000	Medical, hospital, and surgical supplies	6	14 231	531	3.7	Z	X
	11050	Miscellaneous professional equipment and supplies	6	13 678	2 087	15.3	Z	X
	11100	Semi-finished iron and steel products	13	38 311	6 793	17.7	Z	43.9
	11112	Wire rods	6	15 980	3 616	22.6	Z	X
	11113	Rough castings and foundry products	8	22 331	2 780	12.4	Z	X
	11120	Flat iron and steel products	590	2 815 473	221 246	7.9	.3	X
	11140	Iron and steel wire and wire products	750	3 467 873	219 914	6.3	.3	38.1
	11141	Wire, including plain, coated, barbed, and twisted	14	65 176	1 223	1.9	Z	X
	11142	Nails	745	3 462 234	216 453	6.3	.3	X
	11150	Iron and steel pipes and tubing	1 394	5 371 909	271 013	5.0	.4	X
	11160	Other iron and steel products	32	153 924	26 907	17.5	Z	33.8
	11162	Hot-rolled bars and bar-size shapes, excluding reinforcement bars	11	79 637	16 823	21.1	Z	X
	11167	Other finished products	15	17 044	3 156	18.5	Z	X
	11170	Alloy steel	411	1 496 383	87 566	5.9	.1	X
	11180	Stainless steel	11	69 006	4 667	6.8	Z	X
	11200	Copper and brass	3 156	10 132 565	510 493	5.0	.7	X
	11220	Aluminum shapes and forms, including pipes and tubing	330	1 329 359	47 834	3.6	.1	X
	11400	Electrical apparatus and equipment	1 798	6 574 277	591 480	9.0	.9	X
	11500	Electric household appliances, including gas clothes dryers	289	1 782 501	160 617	9.0	.2	X
	11600	Electronic parts and equipment, excluding communications equipment ..	1 078	4 600 404	335 401	7.3	.5	X
	11650	Communications equipment and supplies	16	136 297	29 544	21.7	Z	61.1
	11651	Telephones	8	27 485	1 679	6.1	Z	X
	11652	Other communications equipment	12	131 145	27 865	21.2	Z	X
	11700	Hardware	9 313	35 295 764	22 954 095	65.0	33.0	47.9
	11711	Hand tools, including power driven tools	5 294	20 342 326	7 098 174	34.9	10.2	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	6 203	21 651 295	14 180 418	65.5	20.4	X
	11713	Cutlery	531	2 585 701	1 675 503	64.8	2.4	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	8 284	31 047 021	19 023 894	61.3	27.4	40.8
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	2 810	13 073 077	1 518 864	11.6	2.2	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	4 078	15 499 061	2 402 610	15.5	3.5	X
	11813	Plumbing fixtures	2 594	13 233 885	4 887 499	36.9	7.0	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	2 558	12 594 363	2 033 067	16.1	2.9	X
	11815	Boilers, radiators, and convectors	2 315	9 423 466	1 524 298	16.2	2.2	X
	11818	Other plumbing and heating equipment and supplies	4 786	19 896 476	6 657 556	33.5	9.6	X
	11900	Forced air heating and air-conditioning equipment and supplies	7 226	24 983 354	15 945 829	63.8	22.9	49.4
	11911	Forced air furnaces	4 672	17 823 017	2 901 572	16.3	4.2	X
	11912	Central air-conditioners	5 189	17 263 036	4 193 776	24.3	6.0	X
	11914	Heat pumps	3 517	13 427 694	1 257 281	9.4	1.8	X
	11916	Air cleaning and filtration systems	3 922	12 859 884	1 227 815	9.5	1.8	X
	11917	Compressors for air-conditioners	3 843	12 885 041	838 493	6.5	1.2	X
	11918	Condensing units for air-conditioners	3 209	12 354 345	2 013 119	16.3	2.9	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	4 538	16 903 355	3 513 773	20.8	5.1	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	3 914	12 579 541	4 269 612	33.9	6.1	53.4
	12011	Commercial refrigerators	650	2 053 847	751 483	36.6	1.1	X
	12012	Unit coolers for commercial refrigerators	1 252	2 974 111	213 942	7.2	.3	X
	12013	Condensing units for commercial refrigerators	1 772	3 939 936	200 322	5.1	.3	X
	12014	Refrigerants	2 900	8 214 539	744 560	9.1	1.1	X
	12015	Other commercial refrigeration equipment and supplies	2 549	8 150 821	2 359 305	28.9	3.4	X
	12100	Construction and mining machinery and equipment, including parts and attachments	137	779 390	53 825	6.9	.1	X
12200	Farm machinery, equipment, and parts	68	559 798	32 520	5.8	Z	X	
12220	Lawn and garden machinery, equipment, and parts	169	1 196 087	55 198	4.6	.1	X	
12230	Food-processing machinery, equipment, and parts	8	11 404	1 006	8.8	Z	X	
12300	Hydraulic and pneumatic pumps, motors, and parts	46	118 878	12 107	10.2	Z	46.5	
12311	Pumps	42	117 321	7 851	6.7	Z	X	
12312	Motors	29	51 807	2 445	4.7	Z	X	
12313	Pump and motor parts	15	34 825	1 811	5.2	Z	X	
12320	General-purpose industrial machinery, equipment, and parts	933	2 388 489	261 628	11.0	.4	X	
12330	Metalworking machinery, equipment, and parts	218	1 002 631	65 265	6.5	.1	X	
12340	Materials handling machinery, equipment, and parts	189	940 107	60 113	6.4	.1	X	
12350	Oil well, oil refinery, and pipeline machinery, equipment, and supplies ...	17	37 531	2 827	7.5	Z	X	
12360	Other industrial machinery, equipment, and parts	72	239 196	30 702	12.8	Z	33.4	
12365	New woodworking machinery	16	78 644	13 128	16.7	Z	X	
12366	Other new industrial machinery and equipment, including industrial water treatment equipment	31	84 386	9 571	11.3	Z	X	
12367	Used industrial machinery and equipment	18	67 636	2 746	4.1	Z	X	
12370	Mechanical power transmission supplies	27	83 462	9 642	11.6	Z	X	
12380	Industrial valves and fittings, excluding hydraulic valves and fittings	121	285 115	41 909	14.7	.1	X	
12390	Hydraulic and pneumatic valves	42	128 705	8 992	7.0	Z	53.5	
12391	Hydraulic valves	22	59 600	3 669	6.2	Z	X	
12392	Pneumatic valves	27	88 301	5 323	6.0	Z	X	

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						Estab- lishments with the product line	All estab- lishments ²		
4237		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.							
		Hardware, and plumbing and heating equipment and supplies merchant wholesalers—Con.							
	12400	Hydraulic and pneumatic cylinders and rotary actuators	16	56 318	797	1.4	Z	61.6	
	12412	Pneumatic cylinders and rotary actuators	11	43 530	643	1.5	Z	X	
	12420	Hydraulic and pneumatic connectors and assemblies	38	100 586	10 018	10.0	Z	47.8	
	12421	Hydraulic and pneumatic connectors	30	87 376	5 414	6.2	Z	X	
	12422	Hydraulic and pneumatic assemblies	16	23 038	4 604	20.0	Z	X	
	12430	Other hydraulic and pneumatic accessories and parts	28	53 997	8 629	16.0	Z	X	
	12440	Welding supplies, excluding gases	96	267 907	15 510	5.8	Z	X	
	12450	Industrial containers and supplies	378	1 052 248	42 821	4.1	.1	X	
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	1 490	4 230 635	308 431	7.3	.4	X	
	12520	Janitorial equipment and supplies	25	101 968	15 550	15.3	Z	X	
	12530	Laundry and dry-cleaning equipment and supplies	10	5 848	1 846	31.6	Z	X	
	12540	Service establishment equipment and supplies, including municipal water treatment equipment	16	51 454	10 197	19.8	Z	43.6	
	12542	Other service establishment equipment and supplies, including municipal water treatment equipment	12	35 173	10 020	28.5	Z	X	
	12700	Sporting and recreational goods and supplies	66	511 872	51 293	10.0	.1	X	
	12800	Toys and hobby goods and supplies	12	283 448	41 973	14.8	.1	X	
	13150	Miscellaneous durable goods	35	67 027	7 191	10.7	Z	X	
	13160	Fire extinguishers and fire safety equipment	12	11 233	1 727	15.4	Z	X	
	13300	Office paper, office supplies, greeting cards, and labels	17	44 888	5 933	13.2	Z	32.0	
	13316	Other office supplies, including envelopes, ruled forms, and labels	17	44 888	5 874	13.1	Z	X	
	13400	Paper and plastic products	63	151 494	11 148	7.4	Z	X	
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries	11	29 791	5 579	18.7	Z	27.8	
	13515	Vitamins and nutritional supplements	11	29 791	1 191	4.0	Z	X	
	14860	Grocery specialties	9	27 094	2 922	10.8	Z	X	
	14900	Grain, beans, and seeds	6	12 483	266	2.1	Z	X	
	15300	Plastics materials and basic shapes	1 238	5 703 716	264 281	4.6	.4	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	1 345	3 985 928	196 511	4.9	.3	X	
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	70	187 674	4 028	2.1	Z	X	
	15420	Liquefied petroleum (LP)	15	93 886	2 695	2.9	Z	X	
	15800	Farm supplies	76	274 406	29 916	10.9	Z	X	
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	405	1 996 965	114 469	5.7	.2	X	
	16100	Books, periodicals, newspapers, and other printed materials	9	294 156	30 504	10.4	Z	X	
	16120	Art goods, including novelties and souvenirs	12	33 738	7 704	22.8	Z	X	
	16150	Wigs, yarns, and leather products	6	5 864	1 670	28.5	Z	X	
	17000	Service receipts and labor charges, including installed parts	1 208	3 545 287	379 602	10.7	.5	58.1	
	17011	Labor charges for repair work	884	2 680 131	174 982	6.5	.3	X	
	17022	Parts installed in repair work	667	1 829 772	123 115	6.7	.2	X	
	17073	Other service receipts and labor charges	336	1 013 900	81 505	8.0	.1	X	
	19720	Receipts for service contracts	183	816 371	44 798	5.5	.1	X	
	19740	Receipts for installing equipment	248	877 474	78 536	9.0	.1	X	
	19810	Miscellaneous commodities	841	2 864 476	325 431	11.4	.5	X	
	19940	Rental and operating lease receipts	239	650 666	34 298	5.3	Z	X	
	19950	Construction receipts	51	174 381	29 084	16.7	Z	X	
	42371		Hardware merchant wholesalers	6 651	X	26 564 976	X	100.0	62.8
		10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	94	647 654	125 122	19.3	.5	X
		10420	Office and business furniture	7	14 345	2 391	16.7	Z	30.4
		10421	New wooden and metal office furniture	7	14 345	2 391	16.7	Z	X
		10500	Household china, glassware, crockery, and plastic housewares, excluding paper dishes, cups, napkins, and plastic utensils	7	10 892	1 860	17.1	Z	X
		10520	Linens, domestics, curtains, and draperies	18	54 193	3 719	6.9	Z	57.0
10522		Curtains and draperies	8	19 784	2 825	14.3	Z	X	
10530		Flooring and floor coverings	28	112 370	8 766	7.8	Z	X	
10540		Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	64	641 279	60 303	9.4	.2	X	
10600		Rough, dressed, and finished dimensional lumber	23	2 981 122	716 730	24.0	2.7	X	
10620		Plywood and millwork	222	1 502 249	277 076	18.4	1.0	60.0	
10621		Softwood plywood, softwood veneer, and oriented strand board (OSB)	28	232 563	23 418	10.1	.1	X	
10622		Other panels products, including hardwood plywood, hardwood veneer, and particleboard	95	901 890	80 535	8.9	.3	X	
10623		Gypsum, waterboard, and other specialty boards	57	540 975	51 692	9.6	.2	X	
10624		Wood millwork, including moldings, doors, windows, and cabinets	127	837 519	111 562	13.3	.4	X	
10625		Metal millwork	18	57 656	9 819	17.0	Z	X	
10700		Concrete, cement, sand, gravel, stone, brick, block, and tile	60	356 236	6 376	1.8	Z	X	
10720		Nonwood roofing, nonwood siding, and insulation materials	48	693 080	91 916	13.3	.3	34.3	
10721		Nonwood roofing	45	688 568	75 871	11.0	.3	X	
10722		Nonwood siding	15	252 995	1 616	.6	Z	X	
10723		Insulation materials	33	492 094	14 429	2.9	.1	X	
10730		Flat glass and other construction glass	21	88 196	6 376	7.2	Z	X	
10740		Other construction products and materials	268	1 665 624	198 974	11.9	.7	X	
10920		New computer equipment	7	7 704	266	3.5	Z	X	
10960		Restaurant and hotel equipment and supplies	16	24 705	2 125	8.6	Z	X	
10970		Store machines and equipment	9	33 738	1 860	5.5	Z	X	
11100		Semi-finished iron and steel products	11	29 753	6 376	21.4	Z	36.0	
11112		Wire rods	6	15 980	3 616	22.6	Z	X	
11113		Rough castings and foundry products	6	13 773	2 363	17.2	Z	X	
11120		Flat iron and steel products	127	465 418	71 992	15.5	.3	X	

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42371		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Hardware merchant wholesalers—Con.						
	11140	Iron and steel wire and wire products	561	2 862 376	204 552	7.1	.8	39.8
	11141	Wire, including plain, coated, barbed, and twisted	14	65 176	1 223	1.9	Z	X
	11142	Nails	556	2 856 737	201 091	7.0	.8	X
	11150	Iron and steel pipes and tubing	132	267 244	19 924	7.5	.1	X
	11160	Other iron and steel products	26	143 451	26 565	18.5	.1	33.7
	11162	Hot-rolled bars and bar-size shapes, excluding reinforcement bars	11	79 637	16 823	21.1	.1	X
	11167	Other finished products	11	8 695	2 947	33.9	Z	X
	11170	Alloy steel	60	135 216	17 267	12.8	.1	X
	11180	Stainless steel	7	43 035	4 250	9.9	Z	X
	11200	Copper and brass	92	249 976	13 282	5.3	.1	X
	11220	Aluminum shapes and forms, including pipes and tubing	49	164 172	13 814	8.4	.1	X
	11400	Electrical apparatus and equipment	272	1 979 888	188 879	9.5	.7	X
	11500	Electric household appliances, including gas clothes dryers	23	226 865	13 814	6.1	.1	X
	11600	Electronic parts and equipment, excluding communications equipment ..	213	1 697 236	143 186	8.4	.5	X
	11650	Communications equipment and supplies	12	113 964	26 831	23.5	.1	58.2
	11652	Other communications equipment	8	108 812	26 735	24.6	.1	X
	11700	Hardware	6 651	26 564 976	22 657 231	85.3	85.3	40.9
	11711	Hand tools, including power driven tools	2 795	12 137 006	6 892 783	56.8	25.9	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	5 220	18 638 253	14 090 079	75.6	53.0	X
	11713	Cutlery	494	2 497 639	1 674 369	67.0	6.3	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	404	1 747 178	227 664	13.0	.9	54.9
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	139	1 196 013	41 067	3.4	.2	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	299	1 238 889	53 105	4.3	.2	X
	11813	Plumbing fixtures	42	668 575	21 981	3.3	.1	X
	11818	Other plumbing and heating equipment and supplies	82	1 189 374	110 796	9.3	.4	X
	11900	Forced air heating and air-conditioning equipment and supplies	35	91 384	15 939	17.4	.1	37.1
	11911	Forced air furnaces	10	50 460	5 167	10.2	Z	X
	11914	Heat pumps	10	10 773	600	5.6	Z	X
	11917	Compressors for air-conditioners	10	9 190	735	8.0	Z	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	15	36 014	6 885	19.1	Z	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	12	41 441	3 188	7.7	Z	56.4
	12015	Other commercial refrigeration equipment and supplies	8	35 125	3 124	8.9	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments	109	656 952	44 098	6.7	.2	X
	12200	Farm machinery, equipment, and parts	46	474 450	23 112	4.9	.1	X
	12220	Lawn and garden machinery, equipment, and parts	131	1 020 892	49 145	4.8	.2	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	28	62 959	2 922	4.6	Z	45.7
	12311	Pumps	25	61 625	1 722	2.8	Z	X
	12312	Motors	19	27 465	879	3.2	Z	X
	12313	Pump and motor parts	9	13 483	321	2.4	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	372	991 936	104 136	10.5	.4	25.3
	12321	New pumps, compressors, and equipment	85	163 223	9 604	5.9	Z	X
	12323	New diesel engines, excluding automotive engines	10	18 510	355	1.9	Z	X
	12326	New controlling, recording, and indicating instruments and accessories	40	169 919	29 435	17.3	.1	X
	12327	Other new general-purpose industrial machinery and equipment	287	772 212	61 124	7.9	.2	X
	12328	Used general-purpose industrial machinery and equipment	30	46 066	3 618	7.9	Z	X
	12330	Metalworking machinery, equipment, and parts	139	667 578	37 722	5.7	.1	X
	12340	Materials handling machinery, equipment, and parts	154	779 948	46 489	6.0	.2	X
	12350	Oil well, oil refinery, and pipeline machinery, equipment, and supplies ...	9	9 563	531	5.6	Z	X
	12360	Other industrial machinery, equipment, and parts	46	156 733	18 064	11.5	.1	40.6
	12365	New woodworking machinery	16	78 644	13 128	16.7	Z	X
	12366	Other new industrial machinery and equipment, including industrial water treatment equipment	16	18 226	2 297	12.6	Z	X
	12367	Used industrial machinery and equipment	13	65 590	2 514	3.8	Z	X
	12370	Mechanical power transmission supplies	23	74 116	7 173	9.7	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	60	119 542	8 501	7.1	Z	X
12390	Hydraulic and pneumatic valves	25	96 165	3 719	3.9	Z	47.1	
12391	Hydraulic valves	14	41 732	2 215	5.3	Z	X	
12392	Pneumatic valves	14	58 857	1 504	2.6	Z	X	
12400	Hydraulic and pneumatic cylinders and rotary actuators	16	56 318	797	1.4	Z	58.9	
12412	Pneumatic cylinders and rotary actuators	11	43 530	643	1.5	Z	X	
12420	Hydraulic and pneumatic connectors and assemblies	32	71 991	5 844	8.1	Z	57.2	
12421	Hydraulic and pneumatic connectors	24	58 781	1 563	2.7	Z	X	
12422	Hydraulic and pneumatic assemblies	13	19 415	4 281	22.1	Z	X	
12430	Other hydraulic and pneumatic accessories and parts	16	22 315	1 328	6.0	Z	X	
12440	Welding supplies, excluding gases	42	86 071	6 641	7.7	Z	X	
12450	Industrial containers and supplies	108	323 296	25 768	8.0	.1	X	
12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	727	2 191 345	256 089	11.7	1.0	X	
12520	Janitorial equipment and supplies	7	6 907	531	7.7	Z	X	
12700	Sporting and recreational goods and supplies	41	447 620	35 066	7.8	.1	X	
12800	Toys and hobby goods and supplies	12	283 448	41 973	14.8	.2	X	
13150	Miscellaneous durable goods	28	57 380	5 579	9.7	Z	X	
13300	Office paper, office supplies, greeting cards, and labels	14	36 128	5 579	15.4	Z	X	
13400	Paper and plastic products	42	85 539	5 844	6.8	Z	X	
13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries	9	28 956	5 579	19.3	Z	25.4	
13515	Vitamins and nutritional supplements	9	28 956	1 191	4.1	Z	X	

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
42371		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Hardware merchant wholesalers—Con.						
	14860	Grocery specialties	7	26 565	2 922	11.0	Z	X
	15300	Plastics materials and basic shapes	159	805 184	38 785	4.8	.1	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	312	1 833 780	125 653	6.9	.5	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	39	80 226	1 860	2.3	Z	X
	15800	Farm supplies	58	194 190	24 971	12.9	.1	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	303	1 646 763	105 464	6.4	.4	X
	16100	Books, periodicals, newspapers, and other printed materials	7	285 573	28 425	10.0	.1	X
	16120	Art goods, including novelties and souvenirs	12	33 738	7 704	22.8	Z	X
	19700	Service receipts and labor charges, including installed parts	466	1 364 908	99 620	7.3	.4	58.5
	19701	Labor charges for repair work	320	1 060 615	31 321	3.0	.1	X
	19702	Parts installed in repair work	240	584 563	23 309	4.0	.1	X
	19703	Other service receipts and labor charges	159	390 446	44 990	11.5	.2	X
	19720	Receipts for service contracts	12	36 660	1 328	3.6	Z	X
	19740	Receipts for installing equipment	30	96 431	4 516	4.7	Z	X
	19810	Miscellaneous commodities	342	1 611 963	166 564	10.3	.6	X
	19940	Rental and operating lease receipts	125	363 409	20 721	5.7	.1	X
	19950	Construction receipts	11	15 408	2 656	17.2	Z	X
423710		Hardware merchant wholesalers	6 651	X	26 564 976	X	100.0	62.8
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	94	647 654	125 122	19.3	.5	X
	10420	Office and business furniture	7	14 345	2 391	16.7	Z	30.4
	10421	New wooden and metal office furniture	7	14 345	2 391	16.7	Z	X
	10500	Household china, glassware, crockery, and plastic housewares, excluding paper dishes, cups, napkins, and plastic utensils	7	10 892	1 860	17.1	Z	X
	10520	Linens, domestics, curtains, and draperies	18	54 193	3 719	6.9	Z	57.0
	10522	Curtains and draperies	8	19 784	2 825	14.3	Z	X
	10530	Flooring and floor coverings	28	112 370	8 766	7.8	Z	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	64	641 279	60 303	9.4	.2	X
	10600	Rough, dressed, and finished dimensional lumber	23	2 981 122	716 730	24.0	2.7	X
	10620	Plywood and millwork	222	1 502 249	277 076	18.4	1.0	60.0
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	28	232 563	23 418	10.1	.1	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard	95	901 890	80 535	8.9	.3	X
	10623	Gypsum, waterboard, and other specialty boards	57	540 975	51 692	9.6	.2	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	127	837 519	111 562	13.3	.4	X
	10625	Metal millwork	18	57 656	9 819	17.0	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	60	356 236	6 376	1.8	Z	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	48	693 080	91 916	13.3	.3	34.3
	10721	Nonwood roofing	45	688 568	75 871	11.0	.3	X
	10722	Nonwood siding	15	252 995	1 616	.6	Z	X
	10723	Insulation materials	33	492 094	14 429	2.9	.1	X
	10730	Flat glass and other construction glass	21	88 196	6 376	7.2	Z	X
	10740	Other construction products and materials	268	1 665 624	198 974	11.9	.7	X
	10920	New computer equipment	7	7 704	266	3.5	Z	X
	10960	Restaurant and hotel equipment and supplies	16	24 705	2 125	8.6	Z	X
	10970	Store machines and equipment	9	33 738	1 860	5.5	Z	X
	11100	Semi-finished iron and steel products	11	29 753	6 376	21.4	Z	36.0
	11112	Wire rods	6	15 980	3 616	22.6	Z	X
	11113	Rough castings and foundry products	6	13 773	2 363	17.2	Z	X
	11120	Flat iron and steel products	127	465 418	71 992	15.5	.3	X
	11140	Iron and steel wire and wire products	561	2 862 376	204 552	7.1	.8	39.8
	11141	Wire, including plain, coated, barbed, and twisted	14	65 176	1 223	1.9	Z	X
	11142	Nails	556	2 856 737	201 091	7.0	.8	X
	11150	Iron and steel pipes and tubing	132	267 244	19 924	7.5	.1	X
	11160	Other iron and steel products	26	143 451	26 565	18.5	.1	33.7
	11162	Hot-rolled bars and bar-size shapes, excluding reinforcement bars	11	79 637	16 823	21.1	.1	X
	11167	Other finished products	11	8 695	2 947	33.9	Z	X
	11170	Alloy steel	60	135 216	17 267	12.8	.1	X
	11180	Stainless steel	7	43 035	4 250	9.9	Z	X
	11200	Copper and brass	92	249 976	13 282	5.3	.1	X
	11220	Aluminum shapes and forms, including pipes and tubing	49	164 172	13 814	8.4	.1	X
	11400	Electrical apparatus and equipment	272	1 979 888	188 879	9.5	.7	X
	11500	Electric household appliances, including gas clothes dryers	23	226 865	13 814	6.1	.1	X
	11600	Electronic parts and equipment, excluding communications equipment ..	213	1 697 236	143 186	8.4	.5	X
	11650	Communications equipment and supplies	12	113 964	26 831	23.5	.1	58.2
	11652	Other communications equipment	8	108 812	26 735	24.6	.1	X
	11700	Hardware	6 651	26 564 976	22 657 231	85.3	85.3	40.9
	11711	Hand tools, including power driven tools	2 795	12 137 006	6 892 783	56.8	25.9	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	5 220	18 638 253	14 090 079	75.6	53.0	X
	11713	Cutlery	494	2 497 639	1 674 369	67.0	6.3	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	404	1 747 178	227 664	13.0	.9	54.9
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	139	1 196 013	41 067	3.4	.2	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	299	1 238 889	53 105	4.3	.2	X
	11813	Plumbing fixtures	42	668 575	21 981	3.3	.1	X
	11818	Other plumbing and heating equipment and supplies	82	1 189 374	110 796	9.3	.4	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line¹	Establishments with the product line		Product line sales			Response coverage³ (percent)
			Number	Total sales (\$1,000)	Amount² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments²	
423710		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Hardware merchant wholesalers—Con.						
	11900	Forced air heating and air-conditioning equipment and supplies	35	91 384	15 939	17.4	.1	37.1
	11911	Forced air furnaces	10	50 460	5 167	10.2	Z	X
	11914	Heat pumps	10	10 773	600	5.6	Z	X
	11917	Compressors for air-conditioners	10	9 190	735	8.0	Z	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	15	36 014	6 885	19.1	Z	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	12	41 441	3 188	7.7	Z	56.4
	12015	Other commercial refrigeration equipment and supplies	8	35 125	3 124	8.9	Z	X
	12100	Construction and mining machinery and equipment, including parts and attachments	109	656 952	44 098	6.7	.2	X
	12200	Farm machinery, equipment, and parts	46	474 450	23 112	4.9	.1	X
	12220	Lawn and garden machinery, equipment, and parts	131	1 020 892	49 145	4.8	.2	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	28	62 959	2 922	4.6	Z	45.7
	12311	Pumps	25	61 625	1 722	2.8	Z	X
	12312	Motors	19	27 465	879	3.2	Z	X
	12313	Pump and motor parts	9	13 483	321	2.4	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	372	991 936	104 136	10.5	.4	25.3
	12321	New pumps, compressors, and equipment	85	163 223	9 604	5.9	Z	X
	12323	New diesel engines, excluding automotive engines	10	18 510	355	1.9	Z	X
	12326	New controlling, recording, and indicating instruments and accessories	40	169 919	29 435	17.3	.1	X
	12327	Other new general-purpose industrial machinery and equipment	287	772 212	61 124	7.9	.2	X
	12328	Used general-purpose industrial machinery and equipment	30	46 066	3 618	7.9	Z	X
	12330	Metalworking machinery, equipment, and parts	139	667 578	37 722	5.7	.1	X
	12340	Materials handling machinery, equipment, and parts	154	779 948	46 489	6.0	.2	X
	12350	Oil well, oil refinery, and pipeline machinery, equipment, and supplies ...	9	9 563	531	5.6	Z	X
	12360	Other industrial machinery, equipment, and parts	46	156 733	18 064	11.5	.1	40.6
	12365	New woodworking machinery	16	78 644	13 128	16.7	Z	X
	12366	Other new industrial machinery and equipment, including industrial water treatment equipment	16	18 226	2 297	12.6	Z	X
	12367	Used industrial machinery and equipment	13	65 590	2 514	3.8	Z	X
	12370	Mechanical power transmission supplies	23	74 116	7 173	9.7	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	60	119 542	8 501	7.1	Z	X
	12390	Hydraulic and pneumatic valves	25	96 165	3 719	3.9	Z	47.1
	12391	Hydraulic valves	14	41 732	2 215	5.3	Z	X
	12392	Pneumatic valves	14	58 857	1 504	2.6	Z	X
	12400	Hydraulic and pneumatic cylinders and rotary actuators	16	56 318	797	1.4	Z	58.9
	12412	Pneumatic cylinders and rotary actuators	11	43 530	643	1.5	Z	X
	12420	Hydraulic and pneumatic connectors and assemblies	32	71 991	5 844	8.1	Z	57.2
	12421	Hydraulic and pneumatic connectors	24	58 781	1 563	2.7	Z	X
	12422	Hydraulic and pneumatic assemblies	13	19 415	4 281	22.1	Z	X
	12430	Other hydraulic and pneumatic accessories and parts	16	22 315	1 328	6.0	Z	X
	12440	Welding supplies, excluding gases	42	86 071	6 641	7.7	Z	X
	12450	Industrial containers and supplies	108	323 296	25 768	8.0	.1	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	727	2 191 345	256 089	11.7	1.0	X
	12520	Janitorial equipment and supplies	7	6 907	531	7.7	Z	X
	12700	Sporting and recreational goods and supplies	41	447 620	35 066	7.8	.1	X
	12800	Toys and hobby goods and supplies	12	283 448	41 973	14.8	.2	X
	13150	Miscellaneous durable goods	28	57 380	5 579	9.7	Z	X
	13300	Office paper, office supplies, greeting cards, and labels	14	36 128	5 579	15.4	Z	X
	13400	Paper and plastic products	42	85 539	5 844	6.8	Z	X
	13500	Pharmaceuticals, pharmaceutical supplies, cosmetics, and toiletries	9	28 956	5 579	19.3	Z	25.4
	13515	Vitamins and nutritional supplements	9	28 956	1 191	4.1	Z	X
	14860	Grocery specialties	7	26 565	2 922	11.0	Z	X
	15300	Plastics materials and basic shapes	159	805 184	38 785	4.8	.1	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ...	312	1 833 780	125 653	6.9	.5	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	39	80 226	1 860	2.3	Z	X
	15800	Farm supplies	58	194 190	24 971	12.9	.1	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	303	1 646 763	105 464	6.4	.4	X
	16100	Books, periodicals, newspapers, and other printed materials	7	285 573	28 425	10.0	.1	X
	16120	Art goods, including novelties and souvenirs	12	33 738	7 704	22.8	Z	X
	19700	Service receipts and labor charges, including installed parts	466	1 364 908	99 620	7.3	.4	58.5
	19701	Labor charges for repair work	320	1 060 615	31 321	3.0	.1	X
	19702	Parts installed in repair work	240	584 563	23 309	4.0	.1	X
	19703	Other service receipts and labor charges	159	390 446	44 990	11.5	.2	X
	19720	Receipts for service contracts	12	36 660	1 328	3.6	Z	X
	19740	Receipts for installing equipment	30	96 431	4 516	4.7	Z	X
	19810	Miscellaneous commodities	342	1 611 963	166 564	10.3	.6	X
	19940	Rental and operating lease receipts	125	363 409	20 721	5.7	.1	X
	19950	Construction receipts	11	15 408	2 656	17.2	Z	X
42372		Plumbing and heating equipment and supplies (hydronics) merchant wholesalers	5 193	X	20 871 971	X	100.0	62.7
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	10	18 785	1 044	5.6	Z	X
	10530	Flooring and floor coverings	33	296 591	88 293	29.8	.4	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	10	30 891	5 009	16.2	Z	X

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
42372		MERCHANT WHOLESALESA, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Plumbing and heating equipment and supplies (hydronics) merchant wholesalers—Con.						
	10620	Plywood and millwork	107	470 663	31 101	6.6	.1	37.3
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	7	22 408	336	1.5	Z	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard	17	44 591	6 563	14.7	Z	X
	10623	Gypsum, waterboard, and other specialty boards	17	44 929	6 150	13.7	Z	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	47	183 450	12 275	6.7	.1	X
	10625	Metal millwork	43	247 235	5 755	2.3	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	58	309 114	16 281	5.3	.1	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	96	508 024	21 708	4.3	.1	48.5
	10721	Nonwood roofing	12	25 035	1 379	5.5	Z	X
	10723	Insulation materials	94	457 506	20 078	4.4	.1	X
	10740	Other construction products and materials	104	638 891	75 562	11.8	.4	X
	10950	Packaged computer software, including game software and cartridges . .	6	4 383	417	9.5	Z	X
	10960	Restaurant and hotel equipment and supplies	31	49 467	6 053	12.2	Z	X
	11120	Flat iron and steel products	65	328 525	15 864	4.8	.1	X
	11140	Iron and steel wire and wire products	84	265 283	9 185	3.5	Z	29.0
	11142	Nails	84	265 283	9 185	3.5	Z	X
	11150	Iron and steel pipes and tubing	685	3 254 566	187 859	5.8	.9	X
	11170	Alloy steel	226	871 614	51 557	5.9	.2	X
	11200	Copper and brass	738	3 563 680	245 052	6.9	1.2	X
	11220	Aluminum shapes and forms, including pipes and tubing	125	595 686	22 334	3.7	.1	X
	11400	Electrical apparatus and equipment	307	1 233 116	216 247	17.5	1.0	X
	11500	Electric household appliances, including gas clothes dryers	94	416 187	41 956	10.1	.2	X
	11600	Electronic parts and equipment, excluding communications equipment . .	119	642 857	50 722	7.9	.2	X
	11700	Hardware	715	2 781 608	135 885	4.9	.7	53.4
	11711	Hand tools, including power driven tools	647	2 535 324	88 343	3.5	.4	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	287	940 156	47 023	5.0	.2	X
	11713	Cutlery	16	39 388	519	1.3	Z	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	5 193	20 871 971	17 746 207	85.0	85.0	28.9
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	2 018	9 192 642	1 395 384	15.2	6.7	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	2 321	10 332 669	2 222 535	21.5	10.6	X
	11813	Plumbing fixtures	2 282	11 176 732	4 782 958	42.8	22.9	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric . .	1 647	8 941 970	1 869 918	20.9	9.0	X
	11815	Boilers, radiators, and convectors	1 375	5 774 648	1 320 850	22.9	6.3	X
	11818	Other plumbing and heating equipment and supplies	3 240	13 635 659	6 154 562	45.1	29.5	X
	11900	Forced air heating and air-conditioning equipment and supplies	1 337	5 792 598	1 002 123	17.3	4.8	25.0
	11911	Forced air furnaces	791	3 945 223	317 028	8.0	1.5	X
	11912	Central air-conditioners	673	2 623 468	183 467	7.0	.9	X
	11914	Heat pumps	311	1 731 118	67 582	3.9	.3	X
	11916	Air cleaning and filtration systems	513	2 339 514	59 806	2.6	.3	X
	11917	Compressors for air-conditioners	410	1 526 176	79 077	5.2	.4	X
	11918	Condensing units for air-conditioners	490	2 258 244	94 570	4.2	.5	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	697	3 191 142	200 593	6.3	1.0	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	314	1 586 270	308 297	19.4	1.5	X
	12100	Construction and mining machinery and equipment, including parts and attachments	23	112 917	8 140	7.2	Z	X
	12200	Farm machinery, equipment, and parts	19	73 887	8 350	11.3	Z	X
	12220	Lawn and garden machinery, equipment, and parts	36	174 490	6 053	3.5	Z	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	15	54 685	9 185	16.8	Z	42.4
	12311	Pumps	15	54 685	6 129	11.2	Z	X
	12312	Motors	8	24 119	1 566	6.5	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	102	286 572	29 849	10.4	.1	X
	12330	Metalworking machinery, equipment, and parts	25	127 319	20 664	16.2	.1	X
	12340	Materials handling machinery, equipment, and parts	17	106 030	11 063	10.4	.1	X
	12350	Oil well, oil refinery, and pipeline machinery, equipment, and supplies . .	8	27 968	2 296	8.2	Z	X
	12360	Other industrial machinery, equipment, and parts	15	54 267	3 757	6.9	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings . .	56	163 010	33 188	20.4	.2	X
	12390	Hydraulic and pneumatic valves	12	29 012	5 009	17.3	Z	62.7
	12391	Hydraulic valves	8	17 868	1 454	8.1	Z	X
	12392	Pneumatic valves	8	25 916	3 555	13.7	Z	X
	12420	Hydraulic and pneumatic connectors and assemblies	6	28 595	4 174	14.6	Z	X
	12430	Other hydraulic and pneumatic accessories and parts	6	24 629	5 009	20.3	Z	X
	12440	Welding supplies, excluding gases	36	138 172	7 723	5.6	Z	X
	12450	Industrial containers and supplies	23	121 684	10 437	8.6	.1	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	90	506 145	26 509	5.2	.1	X
	12520	Janitorial equipment and supplies	6	49 049	10 020	20.4	Z	X
	12540	Service establishment equipment and supplies, including municipal water treatment equipment	10	32 352	10 020	31.0	Z	62.7
	12542	Other service establishment equipment and supplies, including municipal water treatment equipment	10	32 352	10 020	31.0	Z	X
	12700	Sporting and recreational goods and supplies	17	43 622	12 524	28.7	.1	X
	13160	Fire extinguishers and fire safety equipment	8	10 436	1 461	14.0	Z	X
	13400	Paper and plastic products	8	38 613	2 296	5.9	Z	43.8
	13412	Paper dishes, cups, and napkins	8	38 613	574	1.5	Z	X
	13413	Industrial paper and plastic, including wrapping, bags, and cartons	8	38 613	574	1.5	Z	X
	13414	Disposable plastic boxes, containers, cups, dishes, and supplies	8	38 613	574	1.5	Z	X
	13415	Other paper and plastic products	8	38 613	574	1.5	Z	X
	15300	Plastics materials and basic shapes	600	2 927 920	193 078	6.6	.9	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
42372		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Plumbing and heating equipment and supplies (hydronics) merchant wholesalers—Con.						
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	127	425 371	29 849	7.0	.1	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	13	72 426	1 461	2.0	Z	X
	15420	Liquefied petroleum (LP)	10	66 790	835	1.3	Z	X
	15800	Farm supplies	13	72 634	4 592	6.3	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	56	165 306	6 888	4.2	Z	X
	19700	Service receipts and labor charges, including installed parts	238	584 415	56 357	9.6	.3	55.2
	19701	Labor charges for repair work	170	326 916	34 340	10.5	.2	X
	19702	Parts installed in repair work	112	195 089	14 686	7.5	.1	X
	19703	Other service receipts and labor charges	68	261 800	7 331	2.8	Z	X
	19720	Receipts for service contracts	35	57 815	3 340	5.8	Z	X
	19740	Receipts for installing equipment	44	96 011	8 976	9.3	Z	X
	19810	Miscellaneous commodities	142	322 055	41 747	13.0	.2	X
	19940	Rental and operating lease receipts	27	37 152	1 461	3.9	Z	X
	19950	Construction receipts	8	17 532	417	2.4	Z	X
423720		Plumbing and heating equipment and supplies (hydronics) merchant wholesalers	5 193	X	20 871 971	X	100.0	62.7
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	10	18 785	1 044	5.6	Z	X
	10530	Flooring and floor coverings	33	296 591	88 293	29.8	.4	X
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	10	30 891	5 009	16.2	Z	X
	10620	Plywood and millwork	107	470 663	31 101	6.6	.1	37.3
	10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	7	22 408	336	1.5	Z	X
	10622	Other panels products, including hardwood plywood, hardwood veneer, and particleboard	17	44 591	6 563	14.7	Z	X
	10623	Gypsum, waterboard, and other specialty boards	17	44 929	6 150	13.7	Z	X
	10624	Wood millwork, including moldings, doors, windows, and cabinets	47	183 450	12 275	6.7	.1	X
	10625	Metal millwork	43	247 235	5 755	2.3	Z	X
	10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	58	309 114	16 281	5.3	.1	X
	10720	Nonwood roofing, nonwood siding, and insulation materials	96	508 024	21 708	4.3	.1	48.5
	10721	Nonwood roofing	12	25 035	1 379	5.5	Z	X
	10723	Insulation materials	94	457 506	20 078	4.4	.1	X
	10740	Other construction products and materials	104	638 891	75 562	11.8	.4	X
	10950	Packaged computer software, including game software and cartridges ..	6	4 383	417	9.5	Z	X
	10960	Restaurant and hotel equipment and supplies	31	49 467	6 053	12.2	Z	X
	11120	Flat iron and steel products	65	328 525	15 864	4.8	.1	X
	11140	Iron and steel wire and wire products	84	265 283	9 185	3.5	Z	29.0
	11142	Nails	84	265 283	9 185	3.5	Z	X
	11150	Iron and steel pipes and tubing	685	3 254 566	187 859	5.8	.9	X
	11170	Alloy steel	226	871 614	51 557	5.9	.2	X
	11200	Copper and brass	738	3 563 680	245 052	6.9	1.2	X
	11220	Aluminum shapes and forms, including pipes and tubing	125	595 686	22 334	3.7	.1	X
	11400	Electrical apparatus and equipment	307	1 233 116	216 247	17.5	1.0	X
	11500	Electric household appliances, including gas clothes dryers	94	416 187	41 956	10.1	.2	X
	11600	Electronic parts and equipment, excluding communications equipment ..	119	642 857	50 722	7.9	.2	X
	11700	Hardware	715	2 781 608	135 885	4.9	.7	53.4
	11711	Hand tools, including power driven tools	647	2 535 324	88 343	3.5	.4	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	287	940 156	47 023	5.0	.2	X
	11713	Cutlery	16	39 388	519	1.3	Z	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	5 193	20 871 971	17 746 207	85.0	85.0	28.9
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	2 018	9 192 642	1 395 384	15.2	6.7	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	2 321	10 332 669	2 222 535	21.5	10.6	X
	11813	Plumbing fixtures	2 282	11 176 732	4 782 958	42.8	22.9	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	1 647	8 941 970	1 869 918	20.9	9.0	X
	11815	Boilers, radiators, and convectors	1 375	5 774 648	1 320 850	22.9	6.3	X
	11818	Other plumbing and heating equipment and supplies	3 240	13 635 659	6 154 562	45.1	29.5	X
	11900	Forced air heating and air-conditioning equipment and supplies	1 337	5 792 598	1 002 123	17.3	4.8	25.0
	11911	Forced air furnaces	791	3 945 223	317 028	8.0	1.5	X
	11912	Central air-conditioners	673	2 623 468	183 467	7.0	.9	X
	11914	Heat pumps	311	1 731 118	67 582	3.9	.3	X
	11916	Air cleaning and filtration systems	513	2 339 514	59 806	2.6	.3	X
	11917	Compressors for air-conditioners	410	1 526 176	79 077	5.2	.4	X
	11918	Condensing units for air-conditioners	490	2 258 244	94 570	4.2	.5	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	697	3 191 142	200 593	6.3	1.0	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	314	1 586 270	308 297	19.4	1.5	X
	12100	Construction and mining machinery and equipment, including parts and attachments	23	112 917	8 140	7.2	Z	X
	12200	Farm machinery, equipment, and parts	19	73 887	8 350	11.3	Z	X
	12220	Lawn and garden machinery, equipment, and parts	36	174 490	6 053	3.5	Z	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	15	54 685	9 185	16.8	Z	42.4
	12311	Pumps	15	54 685	6 129	11.2	Z	X
	12312	Motors	8	24 119	1 566	6.5	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	102	286 572	29 849	10.4	.1	X
	12330	Metalworking machinery, equipment, and parts	25	127 319	20 664	16.2	.1	X
	12340	Materials handling machinery, equipment, and parts	17	106 030	11 063	10.4	.1	X
	12350	Oil well, oil refinery, and pipeline machinery, equipment, and supplies ...	8	27 968	2 296	8.2	Z	X
	12360	Other industrial machinery, equipment, and parts	15	54 267	3 757	6.9	Z	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)	
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—			
						Estab- lishments with the product line	All estab- lishments ²		
423720		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.							
		Plumbing and heating equipment and supplies (hydronics) merchant wholesalers—Con.							
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	56	163 010	33 188	20.4	.2	X	
	12390	Hydraulic and pneumatic valves	12	29 012	5 009	17.3	Z	62.7	
	12391	Hydraulic valves	8	17 868	1 454	8.1	Z	X	
	12392	Pneumatic valves.	8	25 916	3 555	13.7	Z	X	
	12420	Hydraulic and pneumatic connectors and assemblies	6	28 595	4 174	14.6	Z	X	
	12430	Other hydraulic and pneumatic accessories and parts	6	24 629	5 009	20.3	Z	X	
	12440	Welding supplies, excluding gases	36	138 172	7 723	5.6	Z	X	
	12450	Industrial containers and supplies	23	121 684	10 437	8.6	.1	X	
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	90	506 145	26 509	5.2	.1	X	
	12520	Janitorial equipment and supplies	6	49 049	10 020	20.4	Z	X	
	12540	Service establishment equipment and supplies, including municipal water treatment equipment	10	32 352	10 020	31.0	Z	62.7	
	12542	Other service establishment equipment and supplies, including municipal water treatment equipment	10	32 352	10 020	31.0	Z	X	
	12700	Sporting and recreational goods and supplies	17	43 622	12 524	28.7	.1	X	
	13160	Fire extinguishers and fire safety equipment	8	10 436	1 461	14.0	Z	X	
	13400	Paper and plastic products	8	38 613	2 296	5.9	Z	43.8	
	13412	Paper dishes, cups, and napkins	8	38 613	574	1.5	Z	X	
	13413	Industrial paper and plastic, including wrapping, bags, and cartons . . .	8	38 613	574	1.5	Z	X	
	13414	Disposable plastic boxes, containers, cups, dishes, and supplies	8	38 613	574	1.5	Z	X	
	13415	Other paper and plastic products	8	38 613	574	1.5	Z	X	
	15300	Plastics materials and basic shapes.	600	2 927 920	193 078	6.6	.9	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . .	127	425 371	29 849	7.0	.1	X	
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	13	72 426	1 461	2.0	Z	X	
	15420	Liquefied petroleum (LP)	10	66 790	835	1.3	Z	X	
	15800	Farm supplies	13	72 634	4 592	6.3	Z	X	
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	56	165 306	6 888	4.2	Z	X	
	19700	Service receipts and labor charges, including installed parts.	238	584 415	56 357	9.6	.3	55.2	
	19701	Labor charges for repair work	170	326 916	34 340	10.5	.2	X	
	19702	Parts installed in repair work	112	195 089	14 686	7.5	.1	X	
	19703	Other service receipts and labor charges	68	261 800	7 331	2.8	Z	X	
	19720	Receipts for service contracts	35	57 815	3 340	5.8	Z	X	
	19740	Receipts for installing equipment	44	96 011	8 976	9.3	Z	X	
	19810	Miscellaneous commodities	142	322 055	41 747	13.0	.2	X	
	19940	Rental and operating lease receipts	27	37 152	1 461	3.9	Z	X	
	19950	Construction receipts	8	17 532	417	2.4	Z	X	
	42373		Warm air heating and air-conditioning equipment and supplies merchant wholesalers	5 156	X	17 632 065	X	100.0	71.7
		10530	Flooring and floor coverings.	20	105 087	882	.8	Z	X
		10620	Plywood and millwork	95	465 134	33 326	7.2	.2	65.2
		10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	7	8 577	494	5.8	Z	X
		10623	Gypsum, waterboard, and other specialty boards	43	169 197	9 403	5.6	.1	X
10624		Wood millwork, including moldings, doors, windows, and cabinets	40	273 508	5 304	1.9	Z	X	
10625		Metal millwork.	21	122 884	18 101	14.7	.1	X	
10700		Concrete, cement, sand, gravel, stone, brick, block, and tile	20	87 102	7 053	8.1	Z	X	
10720		Nonwood roofing, nonwood siding, and insulation materials	108	504 630	69 648	13.8	.4	27.7	
10721		Nonwood roofing	14	71 158	2 624	3.7	Z	X	
10723		Insulation materials	105	500 235	66 597	13.3	.4	X	
10740		Other construction products and materials	107	416 998	42 318	10.1	.2	X	
10950		Packaged computer software, including game software and cartridges . .	8	32 443	705	2.2	Z	X	
10960		Restaurant and hotel equipment and supplies	56	150 225	11 285	7.5	.1	X	
11120		Flat iron and steel products	395	2 017 814	133 125	6.6	.8	X	
11140		Iron and steel wire and wire products	85	291 282	4 761	1.6	Z	X	
11150		Iron and steel pipes and tubing	552	1 799 176	58 363	3.2	.3	X	
11170		Alloy steel	119	465 839	16 574	3.6	.1	X	
11200		Copper and brass	1 776	5 269 695	174 913	3.3	1.0	X	
11220		Aluminum shapes and forms, including pipes and tubing	142	549 415	10 403	1.9	.1	X	
11400		Electrical apparatus and equipment	845	2 525 441	131 362	5.2	.7	X	
11500		Electric household appliances, including gas clothes dryers	157	1 097 772	98 742	9.0	.6	X	
11600		Electronic parts and equipment, excluding communications equipment . .	380	1 584 770	106 852	6.7	.6	X	
11700		Hardware	1 721	5 471 935	150 228	2.7	.9	70.5	
11711		Hand tools, including power driven tools	1 641	5 223 619	109 057	2.1	.6	X	
11712		Bolts, nuts, rivets, and other fasteners, excluding nails	667	1 986 586	40 680	2.0	.2	X	
11713		Cutlery	16	44 870	491	1.1	Z	X	
11800		Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	2 129	7 176 956	900 664	12.5	5.1	66.4	
11811		Plastic pipe fittings and valves, excluding pipes and tubing	613	2 580 546	80 727	3.1	.5	X	
11812		Metal pipe fittings and valves, excluding pipes and tubing	1 054	3 113 507	82 204	2.6	.5	X	
11813		Plumbing fixtures	258	1 340 368	81 087	6.1	.5	X	
11814		Hydronic and gas furnaces, stoves, water heaters, excluding electric . .	762	3 312 309	150 843	4.6	.9	X	
11815		Boilers, radiators, and convectors	809	3 246 496	154 365	4.8	.9	X	
11818		Other plumbing and heating equipment and supplies	1 065	4 266 341	351 438	8.2	2.0	X	
11900		Forced air heating and air-conditioning equipment and supplies	5 156	17 632 065	14 579 012	82.7	82.7	60.5	
11911		Forced air furnaces	3 627	13 267 776	2 559 491	19.3	14.5	X	
11912		Central air-conditioners	3 887	13 337 070	3 893 908	29.2	22.1	X	
11914		Heat pumps	2 972	11 212 054	1 175 651	10.5	6.7	X	
11916		Air cleaning and filtration systems	3 176	10 015 895	1 154 512	11.5	6.5	X	
11917		Compressors for air-conditioners	2 770	9 982 570	612 756	6.1	3.5	X	
11918		Condensing units for air-conditioners	2 496	9 552 700	1 898 042	19.9	10.8	X	

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line¹	Establishments with the product line		Product line sales			Response coverage³ (percent)	
			Number	Total sales (\$1,000)	Amount² (\$1,000)	As percent of total sales of—			
						Estab- lishments with the product line	All estab- lishments²		
42373		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.							
		Warm air heating and air-conditioning equipment and supplies merchant wholesalers—Con.							
	11900	Forced air heating and air-conditioning equipment and supplies—Con.							
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	3 699	13 308 683	3 284 652	24.7	18.6	X	
	12000	Refrigeration equipment and supplies, including commercial refrigerators	2 261	6 527 567	670 560	10.3	3.8	65.6	
	12011	Commercial refrigerators	338	767 446	40 045	5.2	.2	X	
	12012	Unit coolers for commercial refrigerators	763	1 805 525	61 973	3.4	.4	X	
	12013	Condensing units for commercial refrigerators	1 228	2 707 374	97 613	3.6	.6	X	
	12014	Refrigerants	1 841	5 496 734	290 630	5.3	1.6	X	
	12015	Other commercial refrigeration equipment and supplies	1 080	3 280 298	180 299	5.5	1.0	X	
	12320	General-purpose industrial machinery, equipment, and parts	116	354 228	34 736	9.8	.2	X	
	12330	Metalworking machinery, equipment, and parts	49	200 124	6 348	3.2	Z	X	
	12340	Materials handling machinery, equipment, and parts	15	42 493	1 411	3.3	Z	X	
	12360	Other industrial machinery, equipment, and parts	6	8 287	2 997	36.2	Z	X	
	12430	Other hydraulic and pneumatic accessories and parts	6	7 053	2 292	32.5	Z	X	
	12440	Welding supplies, excluding gases	12	36 851	1 058	2.9	Z	X	
	12450	Industrial containers and supplies	241	589 969	5 466	.9	Z	X	
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	665	1 511 068	25 391	1.7	.1	X	
	12700	Sporting and recreational goods and supplies	8	20 630	3 703	18.0	Z	X	
	15300	Plastics materials and basic shapes	450	1 908 495	27 507	1.4	.2	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	855	1 623 913	37 381	2.3	.2	X	
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	12	16 927	176	1.0	Z	X	
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	38	178 260	1 940	1.1	Z	X	
	19700	Service receipts and labor charges, including installed parts	290	900 470	89 397	9.9	.5	55.3	
	19701	Labor charges for repair work	211	649 122	44 058	6.8	.3	X	
	19702	Parts installed in repair work	161	495 853	25 867	5.2	.1	X	
	19703	Other service receipts and labor charges	77	233 600	19 472	8.3	.1	X	
	19720	Receipts for service contracts	99	507 098	23 627	4.7	.1	X	
	19740	Receipts for installing equipment	92	317 730	21 864	6.9	.1	X	
	19810	Miscellaneous commodities	298	818 657	105 971	12.9	.6	X	
	19940	Rental and operating lease receipts	50	47 783	1 763	3.7	Z	X	
	19950	Construction receipts	26	120 780	25 038	20.7	.1	X	
	423730		Warm air heating and air-conditioning equipment and supplies merchant wholesalers	5 156	X	17 632 065	X	100.0	71.7
		10530	Flooring and floor coverings	20	105 087	882	.8	Z	X
		10620	Plywood and millwork	95	465 134	33 326	7.2	.2	65.2
		10621	Softwood plywood, softwood veneer, and oriented strand board (OSB)	7	8 577	494	5.8	Z	X
		10623	Gypsum, waterboard, and other specialty boards	43	169 197	9 403	5.6	.1	X
		10624	Wood millwork, including moldings, doors, windows, and cabinets	40	273 508	5 304	1.9	Z	X
		10625	Metal millwork	21	122 884	18 101	14.7	.1	X
		10700	Concrete, cement, sand, gravel, stone, brick, block, and tile	20	87 102	7 053	8.1	Z	X
		10720	Nonwood roofing, nonwood siding, and insulation materials	108	504 630	69 648	13.8	.4	27.7
		10721	Nonwood roofing	14	71 158	2 624	3.7	Z	X
10723		Insulation materials	105	500 235	66 597	13.3	.4	X	
10740		Other construction products and materials	107	416 998	42 318	10.1	.2	X	
10950		Packaged computer software, including game software and cartridges ..	8	32 443	705	2.2	Z	X	
10960		Restaurant and hotel equipment and supplies	56	150 225	11 285	7.5	.1	X	
11120		Flat iron and steel products	395	2 017 814	133 125	6.6	.8	X	
11140		Iron and steel wire and wire products	85	291 282	4 761	1.6	Z	X	
11150		Iron and steel pipes and tubing	552	1 799 176	58 363	3.2	.3	X	
11170		Alloy steel	119	465 839	16 574	3.6	.1	X	
11200		Copper and brass	1 776	5 269 695	174 913	3.3	1.0	X	
11220		Aluminum shapes and forms, including pipes and tubing	142	549 415	10 403	1.9	.1	X	
11400		Electrical apparatus and equipment	845	2 525 441	131 362	5.2	.7	X	
11500		Electric household appliances, including gas clothes dryers	157	1 097 772	98 742	9.0	.6	X	
11600		Electronic parts and equipment, excluding communications equipment ..	380	1 584 770	106 852	6.7	.6	X	
11700		Hardware	1 721	5 471 935	150 228	2.7	.9	70.5	
11711		Hand tools, including power driven tools	1 641	5 223 619	109 057	2.1	.6	X	
11712		Bolts, nuts, rivets, and other fasteners, excluding nails	667	1 986 586	40 680	2.0	.2	X	
11713		Cutlery	16	44 870	491	1.1	Z	X	
11800		Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	2 129	7 176 956	900 664	12.5	5.1	66.4	
11811		Plastic pipe fittings and valves, excluding pipes and tubing	613	2 580 546	80 727	3.1	.5	X	
11812		Metal pipe fittings and valves, excluding pipes and tubing	1 054	3 113 507	82 204	2.6	.5	X	
11813		Plumbing fixtures	258	1 340 368	81 087	6.1	.5	X	
11814		Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	762	3 312 309	150 843	4.6	.9	X	
11815		Boilers, radiators, and convectors	809	3 246 496	154 365	4.8	.9	X	
11818		Other plumbing and heating equipment and supplies	1 065	4 266 341	351 438	8.2	2.0	X	
11900		Forced air heating and air-conditioning equipment and supplies	5 156	17 632 065	14 579 012	82.7	82.7	60.5	
11911		Forced air furnaces	3 627	13 267 776	2 559 491	19.3	14.5	X	
11912		Central air-conditioners	3 887	13 337 070	3 893 908	29.2	22.1	X	
11914		Heat pumps	2 972	11 212 054	1 175 651	10.5	6.7	X	
11916		Air cleaning and filtration systems	3 176	10 015 895	1 154 512	11.5	6.5	X	
11917		Compressors for air-conditioners	2 770	9 982 570	612 756	6.1	3.5	X	
11918		Condensing units for air-conditioners	2 496	9 552 700	1 898 042	19.9	10.8	X	
11919		Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	3 699	13 308 683	3 284 652	24.7	18.6	X	

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)	
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—			
						Estab- lishments with the product line	All estab- lishments ²		
423730		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.							
		Warm air heating and air-conditioning equipment and supplies merchant wholesalers—Con.							
	12000	Refrigeration equipment and supplies, including commercial refrigerators	2 261	6 527 567	670 560	10.3	3.8	65.6	
	12011	Commercial refrigerators	338	767 446	40 045	5.2	.2	X	
	12012	Unit coolers for commercial refrigerators	763	1 805 525	61 973	3.4	.4	X	
	12013	Condensing units for commercial refrigerators	1 228	2 707 374	97 613	3.6	.6	X	
	12014	Refrigerants	1 841	5 496 734	290 630	5.3	1.6	X	
	12015	Other commercial refrigeration equipment and supplies	1 080	3 280 298	180 299	5.5	1.0	X	
	12320	General-purpose industrial machinery, equipment, and parts	116	354 228	34 736	9.8	.2	X	
	12330	Metalworking machinery, equipment, and parts	49	200 124	6 348	3.2	Z	X	
	12340	Materials handling machinery, equipment, and parts	15	42 493	1 411	3.3	Z	X	
	12360	Other industrial machinery, equipment, and parts	6	8 287	2 997	36.2	Z	X	
	12430	Other hydraulic and pneumatic accessories and parts	6	7 053	2 292	32.5	Z	X	
	12440	Welding supplies, excluding gases	12	36 851	1 058	2.9	Z	X	
	12450	Industrial containers and supplies	241	589 969	5 466	.9	Z	X	
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	665	1 511 068	25 391	1.7	.1	X	
	12700	Sporting and recreational goods and supplies	8	20 630	3 703	18.0	Z	X	
	15300	Plastics materials and basic shapes	450	1 908 495	27 507	1.4	.2	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	855	1 623 913	37 381	2.3	.2	X	
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	12	16 927	176	1.0	Z	X	
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	38	178 260	1 940	1.1	Z	X	
	19700	Service receipts and labor charges, including installed parts	290	900 470	89 397	9.9	.5	55.3	
	19701	Labor charges for repair work	211	649 122	44 058	6.8	.3	X	
	19702	Parts installed in repair work	161	495 853	25 867	5.2	.1	X	
	19703	Other service receipts and labor charges	77	233 600	19 472	8.3	.1	X	
	19720	Receipts for service contracts	99	507 098	23 627	4.7	.1	X	
	19740	Receipts for installing equipment	92	317 730	21 864	6.9	.1	X	
	19810	Miscellaneous commodities	298	818 657	105 971	12.9	.6	X	
	19940	Rental and operating lease receipts	50	47 783	1 763	3.7	Z	X	
	19950	Construction receipts	26	120 780	25 038	20.7	.1	X	
	42374		Refrigeration equipment and supplies merchant wholesalers	1 327	X	4 424 263	X	100.0	72.9
		10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	8	20 307	3 141	15.5	.1	X
		10620	Plywood and millwork	14	40 880	3 230	7.9	.1	72.9
		10624	Wood millwork, including moldings, doors, windows, and cabinets	9	37 168	1 198	3.2	Z	X
		10625	Metal millwork	8	29 978	2 018	6.7	Z	X
		10960	Restaurant and hotel equipment and supplies	147	620 813	80 785	13.0	1.8	X
		10970	Store machines and equipment	25	60 081	12 565	20.9	.3	X
		11140	Iron and steel wire and wire products	20	48 932	1 416	2.9	Z	X
		11150	Iron and steel pipes and tubing	25	50 923	4 867	9.6	.1	X
		11170	Alloy steel	6	23 714	2 168	9.1	Z	X
		11200	Copper and brass	550	1 049 214	77 246	7.4	1.7	X
		11220	Aluminum shapes and forms, including pipes and tubing	14	20 086	1 283	6.4	Z	X
		11400	Electrical apparatus and equipment	374	835 832	54 992	6.6	1.2	X
		11500	Electric household appliances, including gas clothes dryers	15	41 677	6 105	14.6	.1	31.4
		11514	Electric household ranges and ovens	8	40 925	340	.8	Z	X
		11515	Household refrigerators and freezers	8	40 925	5 092	12.4	.1	X
11516		Electric household washing machines and dryers, including gas clothes dryers	8	40 925	366	.9	Z	X	
11518		Other electric household appliances, including dishwashers, toasters and fans	15	41 677	307	.7	Z	X	
11600		Electronic parts and equipment, excluding communications equipment ..	366	675 541	34 641	5.1	.8	X	
11700		Hardware	226	477 245	10 751	2.3	.2	71.0	
11711		Hand tools, including power driven tools	211	446 377	7 991	1.8	.2	X	
11712		Bolts, nuts, rivets, and other fasteners, excluding nails	29	86 300	2 636	3.1	.1	X	
11800		Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	558	1 250 916	149 359	11.9	3.4	67.1	
11811		Plastic pipe fittings and valves, excluding pipes and tubing	40	103 876	1 686	1.6	Z	X	
11812		Metal pipe fittings and valves, excluding pipes and tubing	404	813 996	44 766	5.5	1.0	X	
11813		Plumbing fixtures	12	48 210	1 473	3.1	Z	X	
11814		Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	145	333 532	11 889	3.6	.3	X	
11815		Boilers, radiators, and convectors	129	396 853	48 785	12.3	1.1	X	
11818		Other plumbing and heating equipment and supplies	399	805 102	40 760	5.1	.9	X	
11900		Forced air heating and air-conditioning equipment and supplies	698	1 467 307	348 755	23.8	7.9	64.4	
11911		Forced air furnaces	244	559 558	19 886	3.6	.4	X	
11912		Central air-conditioners	624	1 294 972	115 381	8.9	2.6	X	
11914		Heat pumps	224	473 749	13 448	2.8	.3	X	
11916		Air cleaning and filtration systems	233	504 475	13 497	2.7	.3	X	
11917		Compressors for air-conditioners	653	1 367 105	145 925	10.7	3.3	X	
11918		Condensing units for air-conditioners	218	535 875	18 975	3.5	.4	X	
11919		Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	127	367 516	21 643	5.9	.5	X	
12000		Refrigeration equipment and supplies, including commercial refrigerators	1 327	4 424 263	3 287 567	74.3	74.3	61.4	
12011		Commercial refrigerators	285	1 189 861	707 097	59.4	16.0	X	
12012		Unit coolers for commercial refrigerators	440	967 542	141 860	14.7	3.2	X	
12013		Condensing units for commercial refrigerators	477	967 100	84 754	8.8	1.9	X	
12014		Refrigerants	867	1 851 112	414 928	22.4	9.4	X	
12015		Other commercial refrigeration equipment and supplies	1 214	3 522 775	1 938 928	55.0	43.8	X	
12320		General-purpose industrial machinery, equipment, and parts	343	755 753	92 907	12.3	2.1	X	
12440		Welding supplies, excluding gases	6	6 813	88	1.3	Z	X	
12450		Industrial containers and supplies	6	17 299	1 150	6.6	Z	X	

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
42374		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Refrigeration equipment and supplies merchant wholesalers—Con.						
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	8	22 077	442	2.0	Z	X
	12520	Janitorial equipment and supplies	12	46 012	4 999	10.9	.1	X
	13400	Paper and plastic products	11	27 342	3 008	11.0	.1	X
	15300	Plastics materials and basic shapes	29	62 117	4 911	7.9	.1	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	51	102 864	3 628	3.5	.1	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	6	18 095	531	2.9	Z	39.0
	15412	Motor gasoline	6	18 095	500	2.8	Z	X
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	8	6 636	177	2.7	Z	59.3
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers	8	6 636	167	2.5	Z	X
	19700	Service receipts and labor charges, including installed parts	214	695 494	134 228	19.3	3.0	69.3
	19701	Labor charges for repair work	183	643 478	65 263	10.1	1.5	X
	19702	Parts installed in repair work	154	554 267	59 253	10.7	1.3	X
	19703	Other service receipts and labor charges	32	128 054	9 712	7.6	.2	X
	19720	Receipts for service contracts	37	214 798	16 503	7.7	.4	X
	19740	Receipts for installing equipment	82	367 302	43 180	11.8	1.0	X
	19810	Miscellaneous commodities	59	111 801	11 149	10.0	.3	X
	19940	Rental and operating lease receipts	37	202 322	10 353	5.1	.2	X
	19950	Construction receipts	6	20 661	973	4.7	Z	X
423740		Refrigeration equipment and supplies merchant wholesalers	1 327	X	4 424 263	X	100.0	72.9
	10540	Miscellaneous home furnishings, including household containers, flatware, pans, baskets, and kitchen utensils	8	20 307	3 141	15.5	.1	X
	10620	Plywood and millwork	14	40 880	3 230	7.9	.1	72.9
	10624	Wood millwork, including moldings, doors, windows, and cabinets	9	37 168	1 198	3.2	Z	X
	10625	Metal millwork	8	29 978	2 018	6.7	Z	X
	10960	Restaurant and hotel equipment and supplies	147	620 813	80 785	13.0	1.8	X
	10970	Store machines and equipment	25	60 081	12 565	20.9	.3	X
	11140	Iron and steel wire and wire products	20	48 932	1 416	2.9	Z	X
	11150	Iron and steel pipes and tubing	25	50 923	4 867	9.6	.1	X
	11170	Alloy steel	6	23 714	2 168	9.1	Z	X
	11200	Copper and brass	550	1 049 214	77 246	7.4	1.7	X
	11220	Aluminum shapes and forms, including pipes and tubing	14	20 086	1 283	6.4	Z	X
	11400	Electrical apparatus and equipment	374	835 832	54 992	6.6	1.2	X
	11500	Electric household appliances, including gas clothes dryers	15	41 677	6 105	14.6	.1	31.4
	11514	Electric household ranges and ovens	8	40 925	340	.8	Z	X
	11515	Household refrigerators and freezers	8	40 925	5 092	12.4	.1	X
	11516	Electric household washing machines and dryers, including gas clothes dryers	8	40 925	366	.9	Z	X
	11518	Other electric household appliances, including dishwashers, toasters and fans	15	41 677	307	.7	Z	X
	11600	Electronic parts and equipment, excluding communications equipment ..	366	675 541	34 641	5.1	.8	X
	11700	Hardware	226	477 245	10 751	2.3	.2	71.0
	11711	Hand tools, including power driven tools	211	446 377	7 991	1.8	.2	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	29	86 300	2 636	3.1	.1	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	558	1 250 916	149 359	11.9	3.4	67.1
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	40	103 876	1 686	1.6	Z	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	404	813 996	44 766	5.5	1.0	X
	11813	Plumbing fixtures	12	48 210	1 473	3.1	Z	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	145	333 532	11 889	3.6	.3	X
	11815	Boilers, radiators, and convectors	129	396 853	48 785	12.3	1.1	X
	11818	Other plumbing and heating equipment and supplies	399	805 102	40 760	5.1	.9	X
	11900	Forced air heating and air-conditioning equipment and supplies	698	1 467 307	348 755	23.8	7.9	64.4
	11911	Forced air furnaces	244	559 558	19 886	3.6	.4	X
	11912	Central air-conditioners	624	1 294 972	115 381	8.9	2.6	X
	11914	Heat pumps	224	473 749	13 448	2.8	.3	X
	11916	Air cleaning and filtration systems	233	504 475	13 497	2.7	.3	X
	11917	Compressors for air-conditioners	653	1 367 105	145 925	10.7	3.3	X
	11918	Condensing units for air-conditioners	218	535 875	18 975	3.5	.4	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	127	367 516	21 643	5.9	.5	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	1 327	4 424 263	3 287 567	74.3	74.3	61.4
	12011	Commercial refrigerators	285	1 189 861	707 097	59.4	16.0	X
	12012	Unit coolers for commercial refrigerators	440	967 542	141 860	14.7	3.2	X
	12013	Condensing units for commercial refrigerators	477	967 100	84 754	8.8	1.9	X
	12014	Refrigerants	867	1 851 112	414 928	22.4	9.4	X
	12015	Other commercial refrigeration equipment and supplies	1 214	3 522 775	1 938 928	55.0	43.8	X
	12320	General-purpose industrial machinery, equipment, and parts	343	755 753	92 907	12.3	2.1	X
	12440	Welding supplies, excluding gases	6	6 813	88	1.3	Z	X
	12450	Industrial containers and supplies	6	17 299	1 150	6.6	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	8	22 077	442	2.0	Z	X
	12520	Janitorial equipment and supplies	12	46 012	4 999	10.9	.1	X
	13400	Paper and plastic products	11	27 342	3 008	11.0	.1	X
	15300	Plastics materials and basic shapes	29	62 117	4 911	7.9	.1	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	51	102 864	3 628	3.5	.1	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	6	18 095	531	2.9	Z	39.0
	15412	Motor gasoline	6	18 095	500	2.8	Z	X

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			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
423740		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Refrigeration equipment and supplies merchant wholesalers—Con.						
	16000	Paint, paint supplies, wallpaper, and wallpaper supplies	8	6 636	177	2.7	Z	59.3
	16011	Architectural coatings, enamels, primers, stains, solvents, and lacquers	8	6 636	167	2.5	Z	X
	19700	Service receipts and labor charges, including installed parts	214	695 494	134 228	19.3	3.0	69.3
	19701	Labor charges for repair work	183	643 478	65 263	10.1	1.5	X
	19702	Parts installed in repair work	154	554 267	59 253	10.7	1.3	X
	19703	Other service receipts and labor charges	32	128 054	9 712	7.6	.2	X
	19720	Receipts for service contracts	37	214 798	16 503	7.7	.4	X
	19740	Receipts for installing equipment	82	367 302	43 180	11.8	1.0	X
	19810	Miscellaneous commodities	59	111 801	11 149	10.0	.3	X
	19940	Rental and operating lease receipts	37	202 322	10 353	5.1	.2	X
	19950	Construction receipts	6	20 661	973	4.7	Z	X
		MANUFACTURERS' SALES BRANCHES AND OFFICES						
42361		Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers	795	X	23 549 948	X	100.0	56.0
	10920	New computer equipment	6	135 412	3 768	2.8	Z	X
	10950	Packaged computer software, including game software and cartridges . .	9	165 556	4 239	2.6	Z	X
	11400	Electrical apparatus and equipment	795	23 549 948	23 196 699	98.5	98.5	39.4
	11411	Power and distribution transformers	194	7 946 459	2 228 065	28.0	9.5	X
	11412	Switchgear and switchboard apparatus	214	7 817 641	3 291 877	42.1	14.0	X
	11413	Motors and generators, including motor-generator sets	146	4 230 748	3 144 808	74.3	13.4	X
	11414	Conduit, raceway, and fittings	107	5 108 926	177 921	3.5	.8	X
	11415	Electric light bulbs	289	3 547 093	2 775 513	78.2	11.8	X
	11416	Interior wiring, excluding conduit	123	1 360 951	550 927	40.5	2.3	X
	11417	Exterior wiring and cable, excluding conduit	83	1 877 166	654 849	34.9	2.8	X
	11418	Lighting fixtures	138	1 454 209	424 504	29.2	1.8	X
	11419	Industrial controls	348	11 216 134	6 478 670	57.8	27.5	X
	11421	Other electrical apparatus and equipment, including fuses and lightning rods	237	9 134 083	3 469 565	38.0	14.7	X
	11600	Electronic parts and equipment, excluding communications equipment . .	12	589 926	53 930	9.1	.2	56.0
	11613	Capacitors and resistors	6	63 134	751	1.2	Z	X
	11618	Other electronic parts and equipment	9	532 756	53 179	10.0	.2	X
	11650	Communications equipment and supplies	12	352 778	20 959	5.9	.1	56.0
	11652	Other communications equipment	9	194 850	19 383	9.9	.1	X
	11900	Forced air heating and air-conditioning equipment and supplies	34	217 602	103 856	47.7	.4	33.3
	11912	Central air-conditioners	34	217 602	103 856	47.7	.4	X
	19700	Service receipts and labor charges, including installed parts	65	663 638	86 900	13.1	.4	56.0
	19701	Labor charges for repair work	59	572 859	66 097	11.5	.3	X
	19702	Parts installed in repair work	50	411 336	16 508	4.0	.1	X
	19720	Receipts for service contracts	50	486 777	12 952	2.7	.1	X
	19740	Receipts for installing equipment	47	489 368	52 753	10.8	.2	X
423610		Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers	795	X	23 549 948	X	100.0	56.0
	10920	New computer equipment	6	135 412	3 768	2.8	Z	X
	10950	Packaged computer software, including game software and cartridges . .	9	165 556	4 239	2.6	Z	X
	11400	Electrical apparatus and equipment	795	23 549 948	23 196 699	98.5	98.5	39.4
	11411	Power and distribution transformers	194	7 946 459	2 228 065	28.0	9.5	X
	11412	Switchgear and switchboard apparatus	214	7 817 641	3 291 877	42.1	14.0	X
	11413	Motors and generators, including motor-generator sets	146	4 230 748	3 144 808	74.3	13.4	X
	11414	Conduit, raceway, and fittings	107	5 108 926	177 921	3.5	.8	X
	11415	Electric light bulbs	289	3 547 093	2 775 513	78.2	11.8	X
	11416	Interior wiring, excluding conduit	123	1 360 951	550 927	40.5	2.3	X
	11417	Exterior wiring and cable, excluding conduit	83	1 877 166	654 849	34.9	2.8	X
	11418	Lighting fixtures	138	1 454 209	424 504	29.2	1.8	X
	11419	Industrial controls	348	11 216 134	6 478 670	57.8	27.5	X
	11421	Other electrical apparatus and equipment, including fuses and lightning rods	237	9 134 083	3 469 565	38.0	14.7	X
	11600	Electronic parts and equipment, excluding communications equipment . .	12	589 926	53 930	9.1	.2	56.0
	11613	Capacitors and resistors	6	63 134	751	1.2	Z	X
	11618	Other electronic parts and equipment	9	532 756	53 179	10.0	.2	X
	11650	Communications equipment and supplies	12	352 778	20 959	5.9	.1	56.0
	11652	Other communications equipment	9	194 850	19 383	9.9	.1	X
	11900	Forced air heating and air-conditioning equipment and supplies	34	217 602	103 856	47.7	.4	33.3
	11912	Central air-conditioners	34	217 602	103 856	47.7	.4	X
	19700	Service receipts and labor charges, including installed parts	65	663 638	86 900	13.1	.4	56.0
	19701	Labor charges for repair work	59	572 859	66 097	11.5	.3	X
	19702	Parts installed in repair work	50	411 336	16 508	4.0	.1	X
	19720	Receipts for service contracts	50	486 777	12 952	2.7	.1	X
	19740	Receipts for installing equipment	47	489 368	52 753	10.8	.2	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line¹	Establishments with the product line		Product line sales			Response coverage³ (percent)
			Number	Total sales (\$1,000)	Amount² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments²	
4237		MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Hardware, and plumbing and heating equipment and supplies merchant wholesalers	643	X	13 085 013	X	100.0	74.7
	10620	Plywood and millwork	6	39 622	796	2.0	Z	X
	10740	Other construction products and materials	21	25 734	1 296	5.0	Z	X
	10950	Packaged computer software, including game software and cartridges . .	42	1 645 362	14 393	.9	.1	X
	11120	Flat iron and steel products	30	154 422	9 977	6.5	.1	X
	11150	Iron and steel pipes and tubing	31	361 368	27 157	7.5	.2	X
	11160	Other iron and steel products	25	843 897	151 428	17.9	1.2	68.0
	11167	Other finished products	25	843 897	151 428	17.9	1.2	X
	11170	Alloy steel	8	108 347	14 830	13.7	.1	X
	11200	Copper and brass	18	144 506	7 260	5.0	.1	X
	11500	Electric household appliances, including gas clothes dryers	19	390 898	85 668	21.9	.7	46.0
	11518	Other electric household appliances, including dishwashers, toasters and fans	17	375 018	82 501	22.0	.6	X
	11600	Electronic parts and equipment, excluding communications equipment . .	53	1 642 526	359 155	21.9	2.7	X
	11700	Hardware	203	4 968 569	3 884 291	78.2	29.7	68.7
	11711	Hand tools, including power driven tools	125	4 276 388	3 030 315	70.9	23.2	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	90	1 974 323	845 842	42.8	6.5	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	102	1 828 187	1 489 714	81.5	11.4	52.6
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	22	356 280	192 177	53.9	1.5	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	50	818 849	637 849	77.9	4.9	X
	11813	Plumbing fixtures	22	439 066	378 452	86.2	2.9	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric . .	20	180 285	33 223	18.4	.3	X
	11815	Boilers, radiators, and convectors	21	180 376	18 967	10.5	.1	X
	11818	Other plumbing and heating equipment and supplies	47	523 845	229 046	43.7	1.8	X
	11900	Forced air heating and air-conditioning equipment and supplies	325	6 177 709	5 673 507	91.8	43.4	68.7
	11911	Forced air furnaces	186	5 355 586	1 279 302	23.9	.8	X
	11912	Central air-conditioners	209	5 725 528	2 117 912	37.0	16.2	X
	11914	Heat pumps	159	4 129 727	411 171	10.0	3.1	X
	11916	Air cleaning and filtration systems	83	1 286 155	129 867	10.1	1.0	X
	11917	Compressors for air-conditioners	50	1 871 720	250 125	13.4	1.9	X
	11918	Condensing units for air-conditioners	140	3 829 522	1 267 717	33.1	9.7	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	137	791 185	217 413	27.5	1.7	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	68	864 221	578 510	66.9	4.4	70.2
	12011	Commercial refrigerators	18	255 674	136 095	53.2	1.0	X
	12012	Unit coolers for commercial refrigerators	13	295 827	48 640	16.4	.4	X
	12013	Condensing units for commercial refrigerators	19	337 219	55 985	16.6	.4	X
	12014	Refrigerants	24	410 305	16 541	4.0	.1	X
	12015	Other commercial refrigeration equipment and supplies	60	717 234	321 249	44.8	2.5	X
	12320	General-purpose industrial machinery, equipment, and parts	69	1 707 635	121 431	7.1	.9	X
	12330	Metalworking machinery, equipment, and parts	22	50 988	5 425	10.6	Z	X
	12370	Mechanical power transmission supplies	7	298 727	57 326	19.2	.4	X
	12450	Industrial containers and supplies	22	453 530	31 863	7.0	.2	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	25	59 749	1 539	2.6	Z	X
	15300	Plastics materials and basic shapes	14	91 737	6 012	6.6	Z	X
	19700	Service receipts and labor charges, including installed parts	93	2 348 799	223 013	9.5	1.7	61.8
	19701	Labor charges for repair work	89	2 288 706	162 267	7.1	1.2	X
	19702	Parts installed in repair work	47	537 318	43 133	8.0	.3	X
	19703	Other service receipts and labor charges	8	168 647	17 613	10.4	.1	X
	19720	Receipts for service contracts	15	376 960	31 280	8.3	.2	X
	19740	Receipts for installing equipment	17	308 085	43 860	14.2	.3	X
	19810	Miscellaneous commodities	98	1 654 018	189 376	11.4	1.4	X
	19940	Rental and operating lease receipts	7	137 446	5 033	3.7	Z	X
42371		Hardware merchant wholesalers	182	X	4 801 143	X	100.0	73.0
	10740	Other construction products and materials	21	25 734	1 296	5.0	Z	X
	10950	Packaged computer software, including game software and cartridges . .	41	1 584 185	14 211	.9	.3	X
	11160	Other iron and steel products	25	843 897	151 428	17.9	3.2	66.5
	11167	Other finished products	25	843 897	151 428	17.9	3.2	X
	11600	Electronic parts and equipment, excluding communications equipment . .	41	1 584 185	354 276	22.4	7.4	X
	11700	Hardware	182	4 801 143	3 873 516	80.7	80.7	67.0
	11711	Hand tools, including power driven tools	104	4 108 962	3 025 604	73.6	63.0	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	86	1 937 309	839 778	43.3	17.5	X
	12320	General-purpose industrial machinery, equipment, and parts	66	1 681 792	115 756	6.9	2.4	X
	12330	Metalworking machinery, equipment, and parts	22	50 988	5 425	10.6	.1	X
	12370	Mechanical power transmission supplies	7	298 727	57 326	19.2	1.2	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	22	27 126	1 296	4.8	Z	X
423710		Service receipts and labor charges, including installed parts	66	1 761 491	145 763	8.3	3.0	60.5
	19701	Labor charges for repair work	65	1 757 809	116 116	6.6	2.4	X
	19702	Parts installed in repair work	24	43 016	18 057	42.0	.4	X
	19810	Miscellaneous commodities	6	172 985	18 340	10.6	.4	X
		Hardware merchant wholesalers	182	X	4 801 143	X	100.0	73.0
	10740	Other construction products and materials	21	25 734	1 296	5.0	Z	X
	10950	Packaged computer software, including game software and cartridges . .	41	1 584 185	14 211	.9	.3	X
	11160	Other iron and steel products	25	843 897	151 428	17.9	3.2	66.5
	11167	Other finished products	25	843 897	151 428	17.9	3.2	X
	11600	Electronic parts and equipment, excluding communications equipment . .	41	1 584 185	354 276	22.4	7.4	X
	11700	Hardware	182	4 801 143	3 873 516	80.7	80.7	67.0
	11711	Hand tools, including power driven tools	104	4 108 962	3 025 604	73.6	63.0	X
	11712	Bolts, nuts, rivets, and other fasteners, excluding nails	86	1 937 309	839 778	43.3	17.5	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
423710		MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Hardware merchant wholesalers—Con.						
	12320	General-purpose industrial machinery, equipment, and parts	66	1 681 792	115 756	6.9	2.4	X
	12330	Metalworking machinery, equipment, and parts	22	50 988	5 425	10.6	.1	X
	12370	Mechanical power transmission supplies	7	298 727	57 326	19.2	1.2	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	22	27 126	1 296	4.8	Z	X
	19700	Service receipts and labor charges, including installed parts	66	1 761 491	145 763	8.3	3.0	60.5
	19701	Labor charges for repair work	65	1 757 809	116 116	6.6	2.4	X
	19702	Parts installed in repair work	24	43 016	18 057	42.0	.4	X
	19810	Miscellaneous commodities	6	172 985	18 340	10.6	.4	X
42372		Plumbing and heating equipment and supplies (hydronics) merchant wholesalers	90	X	1 591 225	X	100.0	58.0
	10620	Plywood and millwork	6	39 622	796	2.0	.1	X
	11150	Iron and steel pipes and tubing	27	347 699	27 035	7.8	1.7	X
	11170	Alloy steel	8	108 347	14 830	13.7	.9	X
	11200	Copper and brass	11	59 114	4 487	7.6	.3	X
	11700	Hardware	9	57 284	812	1.4	.1	58.0
	11711	Hand tools, including power driven tools	9	57 284	547	1.0	Z	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	90	1 591 225	1 478 152	92.9	92.9	37.3
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	21	335 796	191 966	57.2	12.1	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	49	798 365	637 638	79.9	40.1	X
	11813	Plumbing fixtures	21	436 887	378 226	86.6	23.8	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	17	112 261	32 327	28.8	2.0	X
	11815	Boilers, radiators, and convectors	15	88 265	16 807	19.0	1.1	X
	11818	Other plumbing and heating equipment and supplies	39	340 474	221 188	65.0	13.9	X
	11900	Forced air heating and air-conditioning equipment and supplies	11	73 928	21 084	28.5	1.3	58.0
	11911	Forced air furnaces	9	48 956	3 451	7.0	.2	X
	11912	Central air-conditioners	6	39 627	2 770	7.0	.2	X
	11916	Air cleaning and filtration systems	6	39 627	395	1.0	Z	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	8	64 599	14 468	22.4	.9	X
	12450	Industrial containers and supplies	21	370 374	16 787	4.5	1.1	X
	15300	Plastics materials and basic shapes	11	59 114	5 951	10.1	.4	X
	19810	Miscellaneous commodities	8	31 506	3 421	10.9	.2	X
423720		Plumbing and heating equipment and supplies (hydronics) merchant wholesalers	90	X	1 591 225	X	100.0	58.0
	10620	Plywood and millwork	6	39 622	796	2.0	.1	X
	11150	Iron and steel pipes and tubing	27	347 699	27 035	7.8	1.7	X
	11170	Alloy steel	8	108 347	14 830	13.7	.9	X
	11200	Copper and brass	11	59 114	4 487	7.6	.3	X
	11700	Hardware	9	57 284	812	1.4	.1	58.0
	11711	Hand tools, including power driven tools	9	57 284	547	1.0	Z	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	90	1 591 225	1 478 152	92.9	92.9	37.3
	11811	Plastic pipe fittings and valves, excluding pipes and tubing	21	335 796	191 966	57.2	12.1	X
	11812	Metal pipe fittings and valves, excluding pipes and tubing	49	798 365	637 638	79.9	40.1	X
	11813	Plumbing fixtures	21	436 887	378 226	86.6	23.8	X
	11814	Hydronic and gas furnaces, stoves, water heaters, excluding electric ..	17	112 261	32 327	28.8	2.0	X
	11815	Boilers, radiators, and convectors	15	88 265	16 807	19.0	1.1	X
	11818	Other plumbing and heating equipment and supplies	39	340 474	221 188	65.0	13.9	X
	11900	Forced air heating and air-conditioning equipment and supplies	11	73 928	21 084	28.5	1.3	58.0
	11911	Forced air furnaces	9	48 956	3 451	7.0	.2	X
	11912	Central air-conditioners	6	39 627	2 770	7.0	.2	X
	11916	Air cleaning and filtration systems	6	39 627	395	1.0	Z	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	8	64 599	14 468	22.4	.9	X
	12450	Industrial containers and supplies	21	370 374	16 787	4.5	1.1	X
	15300	Plastics materials and basic shapes	11	59 114	5 951	10.1	.4	X
	19810	Miscellaneous commodities	8	31 506	3 421	10.9	.2	X
42373		Warm air heating and air-conditioning equipment and supplies merchant wholesalers	312	X	6 075 135	X	100.0	81.7
	11120	Flat iron and steel products	25	122 232	9 659	7.9	.2	X
	11500	Electric household appliances, including gas clothes dryers	17	375 018	82 501	22.0	1.4	51.9
	11518	Other electric household appliances, including dishwashers, toasters and fans	17	375 018	82 501	22.0	1.4	X
	11600	Electronic parts and equipment, excluding communications equipment ..	10	50 910	4 799	9.4	.1	30.0
	11618	Other electronic parts and equipment	10	50 910	4 799	9.4	.1	X
	11700	Hardware	12	110 142	9 963	9.0	.2	81.7
	11711	Hand tools, including power driven tools	12	110 142	4 164	3.8	.1	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	10	208 316	5 832	2.8	.1	81.7
	11815	Boilers, radiators, and convectors	6	92 111	2 160	2.3	Z	X
	11818	Other plumbing and heating equipment and supplies	6	154 725	2 128	1.4	Z	X
	11900	Forced air heating and air-conditioning equipment and supplies	312	6 075 135	5 648 415	93.0	93.0	75.1
	11911	Forced air furnaces	177	5 306 630	1 275 851	24.0	21.0	X
	11912	Central air-conditioners	203	5 685 901	2 115 142	37.2	34.8	X
	11914	Heat pumps	157	4 101 081	409 167	10.0	6.7	X
	11916	Air cleaning and filtration systems	75	1 217 882	128 613	10.6	2.1	X
	11917	Compressors for air-conditioners	48	1 843 074	248 980	13.5	4.1	X
	11918	Condensing units for air-conditioners	140	3 829 522	1 267 717	33.1	20.9	X

See footnotes at end of table.

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2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
42373		MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Warm air heating and air-conditioning equipment and supplies merchant wholesalers—Con.						
	11900	Forced air heating and air-conditioning equipment and supplies—Con.						
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	129	726 586	202 945	27.9	3.3	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	9	246 711	31 834	12.9	.5	81.7
	12014	Refrigerants	8	153 180	3 235	2.1	.1	X
	19700	Service receipts and labor charges, including installed parts	10	346 890	38 395	11.1	.6	59.7
	19701	Labor charges for repair work	9	308 718	22 549	7.3	.4	X
	19702	Parts installed in repair work	9	308 718	10 414	3.4	.2	X
	19720	Receipts for service contracts	8	225 448	26 791	11.9	.4	X
19810	Miscellaneous commodities	84	1 449 527	167 615	11.6	2.8	X	
423730		Warm air heating and air-conditioning equipment and supplies merchant wholesalers	312	X	6 075 135	X	100.0	81.7
	11120	Flat iron and steel products	25	122 232	9 659	7.9	.2	X
	11500	Electric household appliances, including gas clothes dryers	17	375 018	82 501	22.0	1.4	51.9
	11518	Other electric household appliances, including dishwashers, toasters and fans	17	375 018	82 501	22.0	1.4	X
	11600	Electronic parts and equipment, excluding communications equipment ..	10	50 910	4 799	9.4	.1	30.0
	11618	Other electronic parts and equipment	10	50 910	4 799	9.4	.1	X
	11700	Hardware	12	110 142	9 963	9.0	.2	81.7
	11711	Hand tools, including power driven tools	12	110 142	4 164	3.8	.1	X
	11800	Plumbing and hydronic heating equipment and supplies, including gas appliances and water heaters	10	208 316	5 832	2.8	.1	81.7
	11815	Boilers, radiators, and convectors	6	92 111	2 160	2.3	Z	X
	11818	Other plumbing and heating equipment and supplies	6	154 725	2 128	1.4	Z	X
	11900	Forced air heating and air-conditioning equipment and supplies	312	6 075 135	5 648 415	93.0	93.0	75.1
	11911	Forced air furnaces	177	5 306 630	1 275 851	24.0	21.0	X
	11912	Central air-conditioners	203	5 685 901	2 115 142	37.2	34.8	X
	11914	Heat pumps	157	4 101 081	409 167	10.0	6.7	X
	11916	Air cleaning and filtration systems	75	1 217 882	128 613	10.6	2.1	X
	11917	Compressors for air-conditioners	48	1 843 074	248 980	13.5	4.1	X
	11918	Condensing units for air-conditioners	140	3 829 522	1 267 717	33.1	20.9	X
	11919	Registers, grills, duct insulation, and pre-formed ductwork, excluding unformed sheet metal	129	726 586	202 945	27.9	3.3	X
	12000	Refrigeration equipment and supplies, including commercial refrigerators	9	246 711	31 834	12.9	.5	81.7
	12014	Refrigerants	8	153 180	3 235	2.1	.1	X
	19700	Service receipts and labor charges, including installed parts	10	346 890	38 395	11.1	.6	59.7
	19701	Labor charges for repair work	9	308 718	22 549	7.3	.4	X
	19702	Parts installed in repair work	9	308 718	10 414	3.4	.2	X
	19720	Receipts for service contracts	8	225 448	26 791	11.9	.4	X
	19810	Miscellaneous commodities	84	1 449 527	167 615	11.6	2.8	X
	42374		Refrigeration equipment and supplies merchant wholesalers	59	X	617 510	X	100.0	61.2
12000		Refrigeration equipment and supplies, including commercial refrigerators	59	617 510	546 676	88.5	88.5	55.6
12011		Commercial refrigerators	18	255 674	136 095	53.2	22.0	X
12012		Unit coolers for commercial refrigerators	12	202 296	36 594	18.1	5.9	X
12013		Condensing units for commercial refrigerators	18	243 688	43 936	18.0	7.1	X
12014		Refrigerants	16	257 125	13 306	5.2	2.2	X
12015		Other commercial refrigeration equipment and supplies	57	597 441	316 745	53.0	51.3	X
19700		Service receipts and labor charges, including installed parts	14	207 687	33 111	15.9	5.4	61.2
19701		Labor charges for repair work	12	189 448	21 877	11.5	3.5	X
19702		Parts installed in repair work	11	152 853	10 643	7.0	1.7	X
19720		Receipts for service contracts	7	151 512	4 489	3.0	.7	X
19740		Receipts for installing equipment	12	140 533	22 354	15.9	3.6	X
423740		Refrigeration equipment and supplies merchant wholesalers	59	X	617 510	X	100.0	61.2
	12000	Refrigeration equipment and supplies, including commercial refrigerators	59	617 510	546 676	88.5	88.5	55.6
	12011	Commercial refrigerators	18	255 674	136 095	53.2	22.0	X
	12012	Unit coolers for commercial refrigerators	12	202 296	36 594	18.1	5.9	X
	12013	Condensing units for commercial refrigerators	18	243 688	43 936	18.0	7.1	X
	12014	Refrigerants	16	257 125	13 306	5.2	2.2	X
	12015	Other commercial refrigeration equipment and supplies	57	597 441	316 745	53.0	51.3	X
	19700	Service receipts and labor charges, including installed parts	14	207 687	33 111	15.9	5.4	61.2
	19701	Labor charges for repair work	12	189 448	21 877	11.5	3.5	X
	19702	Parts installed in repair work	11	152 853	10 643	7.0	1.7	X
	19720	Receipts for service contracts	7	151 512	4 489	3.0	.7	X
	19740	Receipts for installing equipment	12	140 533	22 354	15.9	3.6	X

¹For the 2002 Economic Census, the definition of Merchant Wholesalers and the kind-of-business and type-of-operation structures for the Wholesale Trade sector changed to reflect revisions to the 1997 North American Industry Classification System (NAICS). For more details, see Comparability of the 1997 and 2002 Economic Censuses.

²Product line sales and/or product line percents may not sum to totals due to exclusion of selected lines to avoid disclosing data for individual companies, due to rounding, and/or due to exclusion of lines that did not meet publication criteria.

³Sales of establishments reporting product line sales as percent of total sales.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 4. Concentration by Largest Firms for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only firms and establishments of firms with payroll. Excludes data for corporate, subsidiary, and regional managing offices and establishments of these firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Largest firms based on sales by type of operation and kind of business ¹	Establishments (number)	Sales		Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)
			Amount (\$1,000)	As percent of total			
	WHOLESALE TRADE						
42361	Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers						
	All firms	13 214	80 072 813	100.0	7 261 561	1 843 556	158 274
	4 largest firms	634	15 593 405	19.5	749 657	204 384	15 117
	8 largest firms	1 679	24 248 957	30.3	1 335 059	377 697	27 805
	20 largest firms	2 309	35 219 637	44.0	2 045 555	552 351	42 573
	50 largest firms	2 916	42 598 566	53.2	2 698 492	724 664	54 675
423610	Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers						
	All firms	13 214	80 072 813	100.0	7 261 561	1 843 556	158 274
	4 largest firms	634	15 593 405	19.5	749 657	204 384	15 117
	8 largest firms	1 679	24 248 957	30.3	1 335 059	377 697	27 805
	20 largest firms	2 309	35 219 637	44.0	2 045 555	552 351	42 573
	50 largest firms	2 916	42 598 566	53.2	2 698 492	724 664	54 675
4237	Hardware, and plumbing and heating equipment and supplies merchant wholesalers						
	All firms	18 970	82 578 288	100.0	8 607 401	2 084 454	207 306
	4 largest firms	420	8 644 413	10.5	499 608	115 068	12 635
	8 largest firms	1 044	13 975 971	16.9	1 018 845	244 490	21 978
	20 largest firms	1 435	22 135 738	26.8	1 406 776	343 345	30 445
	50 largest firms	2 699	30 773 584	37.3	2 023 119	498 511	46 039
42371	Hardware merchant wholesalers						
	All firms	6 833	31 366 119	100.0	3 168 807	770 331	80 872
	4 largest firms	60	7 007 004	22.3	229 805	58 095	5 543
	8 largest firms	78	9 162 754	29.2	369 506	93 931	8 224
	20 largest firms	330	12 265 508	39.1	558 909	143 012	13 428
	50 largest firms	669	15 847 423	50.5	910 812	230 651	21 600
423710	Hardware merchant wholesalers						
	All firms	6 833	31 366 119	100.0	3 168 807	770 331	80 872
	4 largest firms	60	7 007 004	22.3	229 805	58 095	5 543
	8 largest firms	78	9 162 754	29.2	369 506	93 931	8 224
	20 largest firms	330	12 265 508	39.1	558 909	143 012	13 428
	50 largest firms	669	15 847 423	50.5	910 812	230 651	21 600
42372	Plumbing and heating equipment and supplies (hydronics) merchant wholesalers						
	All firms	5 283	22 463 196	100.0	2 451 917	595 846	58 484
	4 largest firms	734	4 396 556	19.6	418 481	103 436	9 738
	8 largest firms	925	5 982 091	26.6	506 849	127 548	12 119
	20 largest firms	1 077	7 960 136	35.4	628 310	159 831	14 970
	50 largest firms	1 370	10 438 145	46.5	882 898	218 884	20 705
423720	Plumbing and heating equipment and supplies (hydronics) merchant wholesalers						
	All firms	5 283	22 463 196	100.0	2 451 917	595 846	58 484
	4 largest firms	734	4 396 556	19.6	418 481	103 436	9 738
	8 largest firms	925	5 982 091	26.6	506 849	127 548	12 119
	20 largest firms	1 077	7 960 136	35.4	628 310	159 831	14 970
	50 largest firms	1 370	10 438 145	46.5	882 898	218 884	20 705
42373	Warm air heating and air-conditioning equipment and supplies merchant wholesalers						
	All firms	5 468	23 707 200	100.0	2 433 645	584 276	54 791
	4 largest firms	468	5 329 762	22.5	340 063	76 830	7 846
	8 largest firms	544	7 947 647	33.5	571 546	133 950	11 498
	20 largest firms	1 178	10 613 841	44.8	785 816	185 775	16 772
	50 largest firms	1 673	13 274 263	56.0	1 038 108	252 947	22 297
423730	Warm air heating and air-conditioning equipment and supplies merchant wholesalers						
	All firms	5 468	23 707 200	100.0	2 433 645	584 276	54 791
	4 largest firms	468	5 329 762	22.5	340 063	76 830	7 846
	8 largest firms	544	7 947 647	33.5	571 546	133 950	11 498
	20 largest firms	1 178	10 613 841	44.8	785 816	185 775	16 772
	50 largest firms	1 673	13 274 263	56.0	1 038 108	252 947	22 297
42374	Refrigeration equipment and supplies merchant wholesalers						
	All firms	1 386	5 041 773	100.0	553 032	134 001	13 159
	4 largest firms	237	1 273 743	25.3	111 938	26 813	2 466
	8 largest firms	294	1 825 545	36.2	136 167	33 618	2 954
	20 largest firms	373	2 535 838	50.3	194 171	48 110	4 135
	50 largest firms	491	3 231 711	64.1	279 600	69 264	6 020
423740	Refrigeration equipment and supplies merchant wholesalers						
	All firms	1 386	5 041 773	100.0	553 032	134 001	13 159
	4 largest firms	237	1 273 743	25.3	111 938	26 813	2 466
	8 largest firms	294	1 825 545	36.2	136 167	33 618	2 954
	20 largest firms	373	2 535 838	50.3	194 171	48 110	4 135
	50 largest firms	491	3 231 711	64.1	279 600	69 264	6 020

See footnotes at end of table.

Table 4. Concentration by Largest Firms for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only firms and establishments of firms with payroll. Excludes data for corporate, subsidiary, and regional managing offices and establishments of these firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Largest firms based on sales by type of operation and kind of business ¹	Establishments (number)	Sales		Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)
			Amount (\$1,000)	As percent of total			
	MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES						
42361	Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers						
	All firms	12 419	56 522 865	100.0	6 110 792	1 539 527	138 226
	4 largest firms	1 209	10 619 036	18.8	787 628	227 839	19 760
	8 largest firms	1 401	14 057 508	24.9	1 026 156	288 160	23 822
	20 largest firms	1 966	18 738 347	33.2	1 423 029	384 117	32 648
	50 largest firms	2 373	23 584 767	41.7	1 865 108	498 316	41 189
423610	Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers						
	All firms	12 419	56 522 865	100.0	6 110 792	1 539 527	138 226
	4 largest firms	1 209	10 619 036	18.8	787 628	227 839	19 760
	8 largest firms	1 401	14 057 508	24.9	1 026 156	288 160	23 822
	20 largest firms	1 966	18 738 347	33.2	1 423 029	384 117	32 648
	50 largest firms	2 373	23 584 767	41.7	1 865 108	498 316	41 189
4237	Hardware, and plumbing and heating equipment and supplies merchant wholesalers						
	All firms	18 327	69 493 275	100.0	7 666 841	1 852 346	188 575
	4 largest firms	550	7 961 498	11.5	446 785	107 447	11 059
	8 largest firms	1 116	11 257 099	16.2	664 865	162 645	16 828
	20 largest firms	2 037	16 264 392	23.4	1 002 709	248 586	24 890
	50 largest firms	2 615	22 096 350	31.8	1 386 199	347 367	34 756
42371	Hardware merchant wholesalers						
	All firms	6 651	26 564 976	100.0	2 876 189	691 857	74 817
	4 largest firms	22	5 643 058	21.2	205 435	50 352	5 396
	8 largest firms	97	6 865 363	25.8	292 489	72 436	7 467
	20 largest firms	283	9 058 880	34.1	418 235	105 743	11 027
	50 largest firms	594	12 029 808	45.3	716 716	179 181	17 960
423710	Hardware merchant wholesalers						
	All firms	6 651	26 564 976	100.0	2 876 189	691 857	74 817
	4 largest firms	22	5 643 058	21.2	205 435	50 352	5 396
	8 largest firms	97	6 865 363	25.8	292 489	72 436	7 467
	20 largest firms	283	9 058 880	34.1	418 235	105 743	11 027
	50 largest firms	594	12 029 808	45.3	716 716	179 181	17 960
42372	Plumbing and heating equipment and supplies (hydronics) merchant wholesalers						
	All firms	5 193	20 871 971	100.0	2 390 083	579 151	57 012
	4 largest firms	734	4 396 556	21.1	418 481	103 436	9 738
	8 largest firms	925	5 707 437	27.3	522 433	131 827	12 476
	20 largest firms	1 087	7 326 921	35.1	655 545	163 712	15 420
	50 largest firms	1 347	9 452 884	45.3	881 931	216 343	20 794
423720	Plumbing and heating equipment and supplies (hydronics) merchant wholesalers						
	All firms	5 193	20 871 971	100.0	2 390 083	579 151	57 012
	4 largest firms	734	4 396 556	21.1	418 481	103 436	9 738
	8 largest firms	925	5 707 437	27.3	522 433	131 827	12 476
	20 largest firms	1 087	7 326 921	35.1	655 545	163 712	15 420
	50 largest firms	1 347	9 452 884	45.3	881 931	216 343	20 794
42373	Warm air heating and air-conditioning equipment and supplies merchant wholesalers						
	All firms	5 156	17 632 065	100.0	1 929 032	466 133	44 980
	4 largest firms	584	2 732 534	15.5	148 931	35 196	3 700
	8 largest firms	826	3 958 113	22.4	219 784	52 454	5 581
	20 largest firms	1 155	5 722 340	32.5	377 295	97 126	9 238
	50 largest firms	1 496	7 777 305	44.1	590 586	149 082	13 778
423730	Warm air heating and air-conditioning equipment and supplies merchant wholesalers						
	All firms	5 156	17 632 065	100.0	1 929 032	466 133	44 980
	4 largest firms	584	2 732 534	15.5	148 931	35 196	3 700
	8 largest firms	826	3 958 113	22.4	219 784	52 454	5 581
	20 largest firms	1 155	5 722 340	32.5	377 295	97 126	9 238
	50 largest firms	1 496	7 777 305	44.1	590 586	149 082	13 778
42374	Refrigeration equipment and supplies merchant wholesalers						
	All firms	1 327	4 424 263	100.0	471 537	115 205	11 766
	4 largest firms	215	1 107 458	25.0	47 094	12 182	1 091
	8 largest firms	277	1 591 897	36.0	89 155	23 858	2 145
	20 largest firms	367	2 169 188	49.0	138 666	35 314	3 257
	50 largest firms	448	2 763 516	62.5	214 056	54 342	4 997
423740	Refrigeration equipment and supplies merchant wholesalers						
	All firms	1 327	4 424 263	100.0	471 537	115 205	11 766
	4 largest firms	215	1 107 458	25.0	47 094	12 182	1 091
	8 largest firms	277	1 591 897	36.0	89 155	23 858	2 145
	20 largest firms	367	2 169 188	49.0	138 666	35 314	3 257
	50 largest firms	448	2 763 516	62.5	214 056	54 342	4 997

See footnotes at end of table.

Table 4. Concentration by Largest Firms for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only firms and establishments of firms with payroll. Excludes data for corporate, subsidiary, and regional managing offices and establishments of these firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Largest firms based on sales by type of operation and kind of business ¹	Establishments (number)	Sales		Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)
			Amount (\$1,000)	As percent of total			
42361	MANUFACTURERS' SALES BRANCHES AND OFFICES						
	Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers						
	All firms	795	23 549 948	100.0	1 150 769	304 029	20 048
	4 largest firms	304	12 149 318	51.6	430 859	122 042	6 173
	8 largest firms	438	16 074 001	68.3	729 180	193 441	12 635
	20 largest firms	611	20 437 700	86.8	890 012	237 359	15 338
423610	50 largest firms	694	22 915 132	97.3	1 095 295	290 204	18 966
	Electrical apparatus and equipment, wiring supplies, and related equipment merchant wholesalers						
	All firms	795	23 549 948	100.0	1 150 769	304 029	20 048
	4 largest firms	304	12 149 318	51.6	430 859	122 042	6 173
	8 largest firms	438	16 074 001	68.3	729 180	193 441	12 635
	20 largest firms	611	20 437 700	86.8	890 012	237 359	15 338
4237	50 largest firms	694	22 915 132	97.3	1 095 295	290 204	18 966
	Hardware, and plumbing and heating equipment and supplies merchant wholesalers						
	All firms	643	13 085 013	100.0	940 560	232 108	18 731
	4 largest firms	165	5 325 124	40.7	494 143	118 037	8 966
	8 largest firms	225	7 765 670	59.3	556 248	133 712	10 009
	20 largest firms	313	10 662 860	81.5	742 758	178 266	13 799
42371	50 largest firms	457	12 402 061	94.8	876 001	214 939	17 022
	Hardware merchant wholesalers						
	All firms	182	4 801 143	100.0	292 618	78 474	6 055
	4 largest firms	46	2 957 989	61.6	121 340	32 731	2 010
	8 largest firms	59	3 851 038	80.2	198 475	51 859	3 601
	20 largest firms	104	4 454 471	92.8	255 395	68 867	5 010
423710	50 largest firms	165	4 778 808	99.5	289 988	77 845	5 982
	Hardware merchant wholesalers						
	All firms	182	4 801 143	100.0	292 618	78 474	6 055
	4 largest firms	46	2 957 989	61.6	121 340	32 731	2 010
	8 largest firms	59	3 851 038	80.2	198 475	51 859	3 601
	20 largest firms	104	4 454 471	92.8	255 395	68 867	5 010
42372	50 largest firms	165	4 778 808	99.5	289 988	77 845	5 982
	Plumbing and heating equipment and supplies (hydronics) merchant wholesalers						
	All firms	90	1 591 225	100.0	61 834	16 695	1 472
	4 largest firms	24	993 439	62.4	23 587	6 188	530
	8 largest firms	47	1 335 755	83.9	42 067	10 866	1 002
	20 largest firms	67	1 522 871	95.7	54 904	14 448	1 316
423720	50 largest firms	90	1 591 225	100.0	61 834	16 695	1 472
	Plumbing and heating equipment and supplies (hydronics) merchant wholesalers						
	All firms	90	1 591 225	100.0	61 834	16 695	1 472
	4 largest firms	24	993 439	62.4	23 587	6 188	530
	8 largest firms	47	1 335 755	83.9	42 067	10 866	1 002
	20 largest firms	67	1 522 871	95.7	54 904	14 448	1 316
42373	50 largest firms	90	1 591 225	100.0	61 834	16 695	1 472
	Warm air heating and air-conditioning equipment and supplies merchant wholesalers						
	All firms	312	6 075 135	100.0	504 613	118 143	9 811
	4 largest firms	127	4 605 548	75.8	413 962	95 213	7 817
	8 largest firms	201	5 555 357	91.4	462 544	107 581	8 746
	20 largest firms	298	6 029 423	99.2	500 079	116 967	9 720
423730	50 largest firms	312	6 075 135	100.0	504 613	118 143	9 811
	Warm air heating and air-conditioning equipment and supplies merchant wholesalers						
	All firms	312	6 075 135	100.0	504 613	118 143	9 811
	4 largest firms	127	4 605 548	75.8	413 962	95 213	7 817
	8 largest firms	201	5 555 357	91.4	462 544	107 581	8 746
	20 largest firms	298	6 029 423	99.2	500 079	116 967	9 720
42374	50 largest firms	312	6 075 135	100.0	504 613	118 143	9 811
	Refrigeration equipment and supplies merchant wholesalers						
	All firms	59	617 510	100.0	81 495	18 796	1 393
	4 largest firms	28	444 962	72.1	64 026	14 248	1 086
	8 largest firms	51	567 573	91.9	77 090	17 697	1 295
	20 largest firms	59	617 510	100.0	81 495	18 796	1 393
423740	50 largest firms	59	617 510	100.0	81 495	18 796	1 393
	Refrigeration equipment and supplies merchant wholesalers						
	All firms	59	617 510	100.0	81 495	18 796	1 393
	4 largest firms	28	444 962	72.1	64 026	14 248	1 086
	8 largest firms	51	567 573	91.9	77 090	17 697	1 295
	20 largest firms	59	617 510	100.0	81 495	18 796	1 393
423740	50 largest firms	59	617 510	100.0	81 495	18 796	1 393

¹For the 2002 Economic Census, the definition of Merchant Wholesalers and the kind-of-business and type-of-operation structures for the Wholesale Trade sector changed to reflect revisions to the 1997 North American Industry Classification System (NAICS). For more details, see Comparability of the 1997 and 2002 Economic Censuses.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Appendix A.

Explanation of Terms

ANNUAL PAYROLL

Payroll includes all forms of compensation, such as salaries, wages, commissions, dismissal pay, bonuses, vacation allowances, sick-leave pay, and employee contributions to qualified pension plans paid during the year to all employees and reported on Internal Revenue Service (IRS) Form 941 as taxable Medicare Wages and tips (even if not subject to income or FICA tax). Includes tips and gratuities received by employees from patrons and reported to employers. Excludes payrolls of departments or concessions operated by other companies at the establishment. For corporations, payroll includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on Form 941.

ESTABLISHMENTS

An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other federal agencies were used instead of a census report, no information was available on the number of locations operated. Each wholesale trade establishment was tabulated according to the physical location at which the business was conducted. The count of establishments represents those in business at any time during 2002.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted at a single location under a single ownership, separate establishment reports for each of the different activities were obtained in the census.

FIRMS

A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic census, the terms "firm" and "company" are synonymous.

FIRST-QUARTER PAYROLL

Represents payroll paid to persons employed at any time during the quarter January to March 2002.

PAID EMPLOYEES FOR PAY PERIOD INCLUDING MARCH 12

Paid employees consist of full- and part-time employees, including salaried officers and executives of corporations, who were on the payroll during the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses; full- and part-time leased employees whose payroll was

filed under an employee leasing company's Employer Identification Number (EIN); and temporary staffing obtained from a staffing service. The definition of paid employees is the same as that used by the Internal Revenue Service (IRS) on Form 941.

SALES

Includes merchandise sold for cash or credit by establishments primarily engaged in wholesale trade; receipts from rental of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; gasoline, liquor, tobacco, and other excise taxes that are paid by the manufacturer and passed on to the wholesaler; and shipping and handling receipts.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from sales. Sales do not include carrying or other credit charges; sales and other taxes (including Hawaii's General Excise Tax) collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sales of real estate, and interest.

Sales do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

TYPES OF OPERATION

In addition to being classified by kind of business, merchant wholesale establishments are also classified by type of operation according to the ownership of the business and character of the transactions. Merchant wholesale establishments are grouped into the following two major types of operation and related subgroups:

Merchant wholesalers, except manufacturers' sales branches and offices. Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale distributors and jobbers, importers, exporters, own-brand importers/marketers, terminal and country grain elevators, and farm products assemblers.

Wholesale distributors and jobbers. Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

Importers. Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

Exporters. Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

Own-brand importers/marketers. Companies or establishments that deal primarily or exclusively in the parent company's own branded products manufactured outside the United States. The products are either imported into the United States and then sold or they are sold and then drop-shipped directly from a foreign location to the United States customer.

Terminal grain elevators. Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

Country grain elevators. Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

Assemblers of farm products, except country grain elevators. Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

Manufacturers' sales branches and offices. Establishments primarily maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Sales branches and offices located at plants or administrative offices are classified as manufacturers' sales branches or offices, if separate records are available.

Manufacturers' sales branches. Branches with a stock of merchandise for sale. Included are refiner marketers owned and operated by petroleum refining companies primarily for marketing their products.

Manufacturers' sales offices. Offices without a stock of merchandise for sale.

Appendix B.

NAICS Codes, Titles, and Descriptions

PART 1. 2002 NAICS

42361 ELECTRICAL APPARATUS AND EQUIPMENT, WIRING SUPPLIES, AND RELATED EQUIPMENT MERCHANT WHOLESALERS

This industry comprises establishments primarily engaged in the merchant wholesale distribution of electrical construction materials; wiring supplies; electric light fixtures; light bulbs; and/or electrical power equipment for the generation, transmission, distribution, or control of electric energy.

423610 ELECTRICAL APPARATUS AND EQUIPMENT, WIRING SUPPLIES, AND RELATED EQUIPMENT MERCHANT WHOLESALERS

This industry comprises establishments primarily engaged in the merchant wholesale distribution of electrical construction materials; wiring supplies; electric light fixtures; light bulbs; and/or electrical power equipment for the generation, transmission, distribution, or control of electric energy.

4237 HARDWARE, AND PLUMBING AND HEATING EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS

This NAICS Industry Group comprises establishments classified in the following NAICS Industries: 42371, Hardware Merchant Wholesalers; 42372, Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers; 42373, Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers; and 42374, Refrigeration Equipment and Supplies Merchant Wholesalers.

42371 HARDWARE MERCHANT WHOLESALERS

This industry comprises establishments primarily engaged in the merchant wholesale distribution of hardware, knives, or handtools.

423710 HARDWARE MERCHANT WHOLESALERS

This industry comprises establishments primarily engaged in the merchant wholesale distribution of hardware, knives, or handtools.

42372 PLUMBING AND HEATING EQUIPMENT AND SUPPLIES (HYDRONICS) MERCHANT WHOLESALERS

This industry comprises establishments primarily engaged in the merchant wholesale distribution of plumbing equipment, hydronic heating equipment, household-type gas appliances (except gas clothes dryers), and/or supplies.

423720 PLUMBING AND HEATING EQUIPMENT AND SUPPLIES (HYDRONICS) MERCHANT WHOLESALERS

This industry comprises establishments primarily engaged in the merchant wholesale distribution of plumbing equipment, hydronic heating equipment, household-type gas appliances (except gas clothes dryers), and/or supplies.

42373 WARM AIR HEATING AND AIR-CONDITIONING EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS

This industry comprises establishments primarily engaged in the merchant wholesale distribution of warm air heating and air-conditioning equipment and supplies.

423730 WARM AIR HEATING AND AIR-CONDITIONING EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS

This industry comprises establishments primarily engaged in the merchant wholesale distribution of warm air heating and air-conditioning equipment and supplies.

42374 REFRIGERATION EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS

This industry comprises establishments primarily engaged in the merchant wholesale distribution of refrigeration equipment (except household-type refrigerators, freezers, and air-conditioners).

423740 REFRIGERATION EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS

This industry comprises establishments primarily engaged in the merchant wholesale distribution of refrigeration equipment (except household-type refrigerators, freezers, and air-conditioners).

PART 2. 1997 NAICS

42161 ELECTRICAL APPARATUS AND EQUIPMENT, WIRING SUPPLIES, AND CONSTRUCTION MATERIAL WHOLESALERS

This industry comprises establishments primarily engaged in wholesaling electrical construction materials; wiring supplies; electric light fixtures; light bulbs; and/or electrical power equipment for the generation, transmission, distribution, or control of electric energy.

421610 ELECTRICAL APPARATUS AND EQUIPMENT, WIRING SUPPLIES, AND CONSTRUCTION MATERIAL WHOLESALERS

This industry comprises establishments primarily engaged in wholesaling electrical construction materials; wiring supplies; electric light fixtures; light bulbs; and/or electrical power equipment for the generation, transmission, distribution, or control of electric energy.

4217 HARDWARE, AND PLUMBING AND HEATING EQUIPMENT AND SUPPLIES WHOLESALERS

This NAICS Industry Group includes establishments classified in the following NAICS Industries: 42171, Hardware Wholesalers; 42172, Plumbing and Heating Equipment and Supplies (Hydronics) Wholesalers; 42173, Warm Air Heating and Air-Conditioning Equipment and Supplies Wholesalers; and 42174, Refrigeration Equipment and Supplies Wholesalers.

42171 HARDWARE WHOLESALERS

This industry comprises establishments primarily engaged in wholesaling hardware, knives, or handtools.

421710 HARDWARE WHOLESALERS

This industry comprises establishments primarily engaged in wholesaling hardware, knives, or handtools.

42172 PLUMBING AND HEATING EQUIPMENT AND SUPPLIES (HYDRONICS) WHOLESALERS

This industry comprises establishments primarily engaged in wholesaling plumbing equipment, hydronic heating equipment, household-type gas appliances (except gas clothes dryers), and/or supplies.

421720 PLUMBING AND HEATING EQUIPMENT AND SUPPLIES (HYDRONICS) WHOLESALERS

This industry comprises establishments primarily engaged in wholesaling plumbing equipment, hydronic heating equipment, household-type gas appliances (except gas clothes dryers), and/or supplies.

**42173 WARM AIR HEATING AND AIR-CONDITIONING EQUIPMENT AND SUPPLIES
WHOLESALE**

This industry comprises establishments primarily engaged in wholesaling warm air heating and air-conditioning equipment and supplies.

421730 WARM AIR HEATING AND AIR-CONDITIONING EQUIPMENT AND SUPPLIES WHOLESALE

This industry comprises establishments primarily engaged in wholesaling warm air heating and air-conditioning equipment and supplies.

42174 REFRIGERATION EQUIPMENT AND SUPPLIES WHOLESALERS

This industry comprises establishments primarily engaged in wholesaling refrigeration equipment (except household-type refrigerators, freezers, and air-conditioners).

421740 REFRIGERATION EQUIPMENT AND SUPPLIES WHOLESALERS

This industry comprises establishments primarily engaged in wholesaling refrigeration equipment (except household-type refrigerators, freezers, and air-conditioners).

Appendix C.

Methodology

SOURCES OF THE DATA

For this sector, essentially all firms were sent report forms to be completed for each of their establishments and returned to the Census Bureau. For some very small firms, data from existing administrative records of other federal agencies were used instead. These records provide basic information on location, kind of business, sales, payroll, number of employees, and legal form of organization.

Firms in the 2002 Economic Census are divided into those sent report forms and those not sent report forms. The coverage of and the method of obtaining census information from each are described below:

1. Establishments sent a report form:
 - a. Large employers, i.e., all multiestablishment firms, and all employer firms with payroll above a specified cutoff. (The term "employers" refers to firms with one or more paid employees at any time during 2002 as shown in the active administrative records of other federal agencies.)
 - b. A sample of small employers, i.e., single-establishment firms with payroll below a specified cutoff in classifications for which specialized data precludes reliance solely on administrative records sources. The sample was stratified by industry and geography.
2. Establishments not sent a report form:
 - a. Small employers, i.e., single-establishment firms with payroll below a specified cutoff, not selected into the small employer sample. Although the payroll cutoff varies by kind of business, small employers not sent a report form generally include firms with less than 10 employees and represent about 10 percent of total sales of establishments covered in the census. Data on sales, payroll, and employment for these small employers were derived or estimated from administrative records of other federal agencies.
 - b. All nonemployers, i.e., all firms subject to federal income tax with no paid employees during 2002. Sales or receipts information for these firms was obtained from administrative records of other federal agencies. Although consisting of many firms, nonemployers account for less than 10 percent of total sales or receipts of all establishments covered in the census. Data for nonemployers are not included in this report, but are released in the annual *Nonemployer Statistics* series.

The report forms used to collect information for establishments in this sector are available at help.econ.census.gov/econhelp/resources/.

A more detailed examination of census methodology is presented in the *History of the Economic Census* at www.census.gov/econ/www/history.html.

INDUSTRY CLASSIFICATION OF ESTABLISHMENTS

The classifications for all establishments are based on the *North American Industry Classification System, United States, 2002* manual. Changes between 1997 and 2002 affecting this sector are discussed in the text at the beginning of this report. Tables at www.census.gov/epcd/naics02/ identify those industries that changed between the 1997 North American Industry Classification System (NAICS) and 2002 NAICS.

The method of assigning classifications and the level of detail at which establishments were classified depends on whether a report form was obtained for the establishment.

1. Establishments that returned a report form were classified on the basis of their self-designation, sales of product lines, and responses to other industry-specific inquiries.
2. Establishments without a report form:
 - a. Small employers not sent a form were, where possible, classified on the basis of the most current kind-of-business classification available from one of the Census Bureau's current sample surveys or the 1997 Economic Census. Otherwise, the classification was obtained from administrative records of other federal agencies. If the census or administrative record classifications proved inadequate (none corresponded to a 2002 Economic Census classification in the detail required for employers), the firm was sent a brief inquiry requesting information necessary to assign a kind-of-business code.
 - b. Nonemployers were classified on the basis of information obtained from administrative records of other federal agencies.

RELIABILITY OF DATA

All data compiled in the economic census are subject to nonsampling errors. Nonsampling errors can be attributed to many sources during the development or execution of the census:

- inability to identify all cases in the actual universe;
- definition and classification difficulties;
- differences in the interpretation of questions;
- errors in recording or coding the data obtained; and
- other errors of collection, response, coverage, processing, and estimation for missing or misreported data.

Data presented in the Miscellaneous Subjects and the Product Lines reports for this sector are subject to sampling errors, as well as nonsampling errors. Specifically, these data are estimated based on information obtained from census report forms mailed to all large employers and to a sample of small employers in the universe. Sampling errors affect these estimates, insofar, as they may differ from results that would be obtained from a complete enumeration.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors or by the joint effects of sampling and nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Census Bureau obtains limited information extracted from administrative records of other federal agencies, such as gross receipts from federal income tax records and employment and payroll from payroll tax records. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication.

Key tables in this report include a column for "Percent of sales from administrative records." This includes sales information obtained from administrative records of other federal agencies. The "Percent of sales estimated" includes sales information that was imputed based on historic company ratios or administrative records, or on industry averages.

The Census Bureau recommends that data users incorporate this information into their analyses, as nonsampling error and sampling error could impact the conclusions drawn from economic census data.

TREATMENT OF NONRESPONSE

Census report forms included two different types of inquiries, “basic” and “industry-specific.” Data for the basic inquiries, which include location, kind of business or operation, sales, payroll, and number of employees, were available from a combination of sources for all establishments. Data for industry-specific inquiries, tailored to the particular kinds of business or operation covered by the report, were available only from those establishments sent a report form that completed the appropriate inquiries.

Data for industry-specific inquiries in this sector were expanded in most cases to account for establishments that did not respond to the particular inquiry for which data are presented. Unless otherwise noted in specific reports, data for industry-specific inquiries were expanded in direct relationship to total sales of all establishments included in the category. In a few cases, expansion on the basis of the sales item was not appropriate, and another basic data item was used as the basis for expansion of reported data to account for nonrespondents.

All reports in which industry-specific data were expanded include a coverage indicator for each publication category, which shows the sales of establishments responding to the industry-specific inquiry as a percent of total sales for all establishments for which data are shown. For some inquiries, coverage is determined by the ratio of total payroll or employment of establishments responding to the inquiry to total payroll or employment of all establishments in the category.

CONCENTRATION CATEGORIES

Concentration categories are based on aggregate sales of all establishments operated by the same firm in a given kind-of-business classification or group for which data are presented. For example, a firm operating three wholesale establishments – a hardware merchant wholesaler (NAICS 42371), a plumbing equipment merchant wholesaler (NAICS 42372), and an electrical appliance merchant wholesaler (NAICS 42362) – would be treated as three one-establishment firms at the most detailed NAICS level, as a two-establishment firm in NAICS 4237 and a one-establishment firm in NAICS 4236, and as a single three-establishment firm in wholesale trade totals.

DISCLOSURE

In accordance with federal law governing census reports (Title 13 of the United States Code), no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure; therefore, this information may be released even though other information is withheld. Techniques employed to limit disclosure are discussed at www.census.gov/epcd/ec02/disclosure.htm.

Appendix D. Geographic Notes

Not applicable for this report.

Appendix E. Metropolitan and Micropolitan Statistical Areas

Not applicable for this report.

